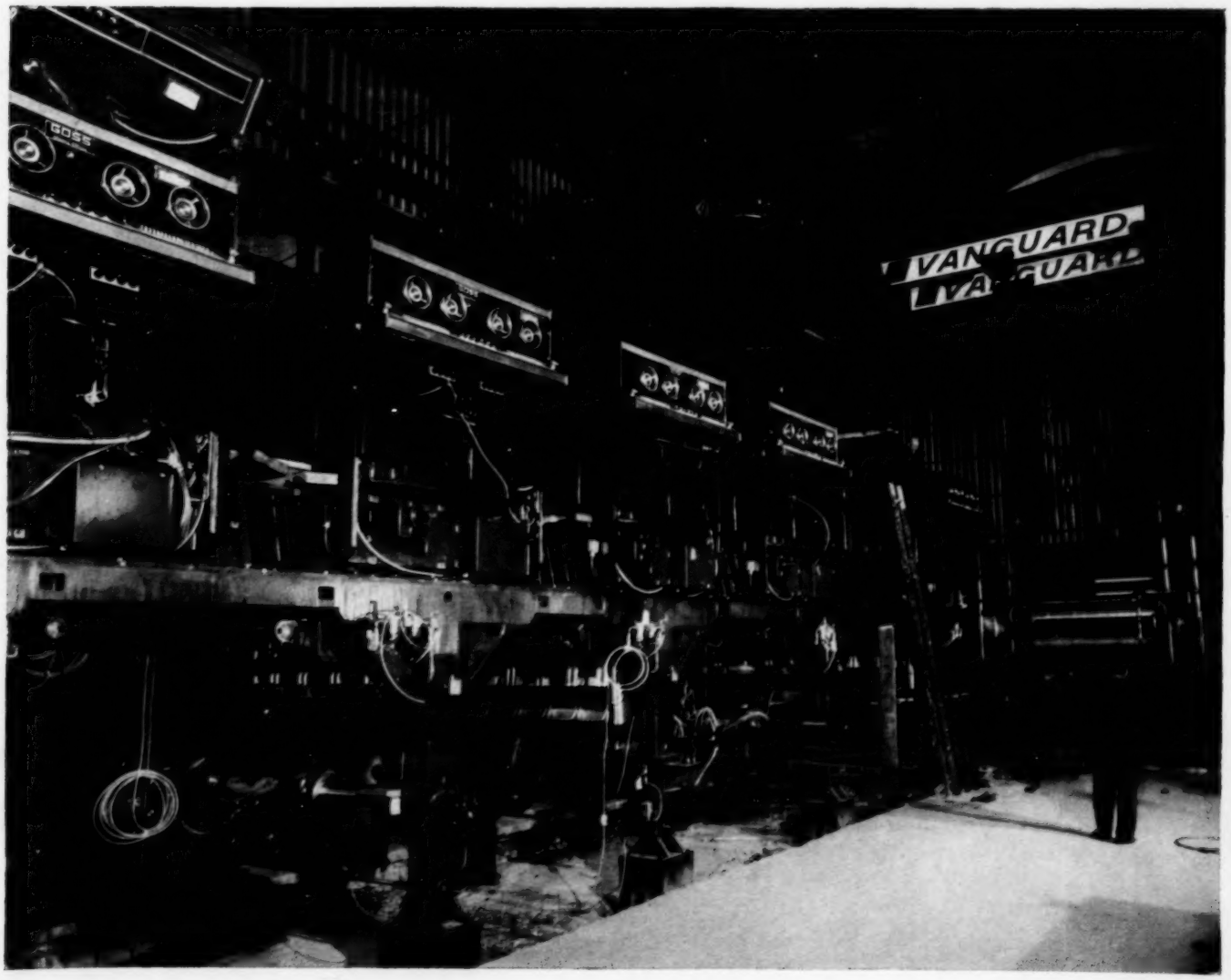
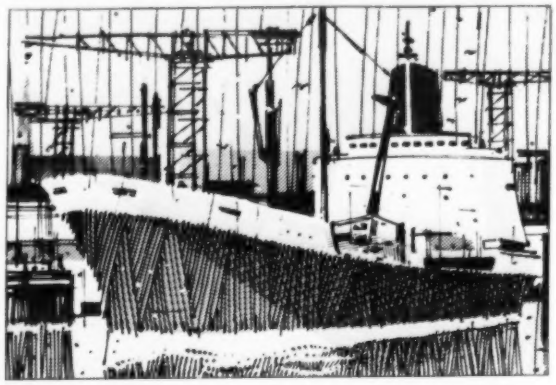
Board of Trade Journal

Volume 196, No. 3755 Published by Her Majesty's Stationery Office 7 March 1969



2s. 0d. net

docks on your doorstep?



Road, rail, air and sea communications are vital. Lyon acquires and develops the best sites. At Clydeside, for example, the Lyon Industrial Estate on the former Barclay Curle Shipyard backs on to the Clyde, is adjacent to Glasgow's motorway network and has a direct link to Abbotsinch Airport. It also has easy access with the liner train terminal and Clydeport container dock facilities.

Lyon is developing 24 industrial estates in Scotland and has standard or purpose built units available for sale or to let from 2,500 to 100,000 sq. ft. In two years Lyon has handed over 30 new factories, has another 42 under contract and a further 130 in the pipeline.

Lyon provides full professional services including evaluation of industrial locations, management and technical consultancies, and all design, planning approval and construction operations.

Proposed development at CLYDESIDE – one of Lyon's 24 Scottish Industrial Estates. S1.3A

Lyon

Britain's Leading Industrial Developer

G.R. Balish A.R.I.C.S., F.R.V.A., Manager Industrial Division.
RONALD LYON (ESTATES) CO. LTD. SCOTTISH DIVISION
239 ST. VINCENT ST. GLASGOW C2
041-221 3961/7

Board of Trade Journal

VOLUME 196. NO. 3755. PAGES 661-732. 7 MARCH 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

Leicester – city of achievement 663
Lord Brown's visit to the Midlands 665
Government policy on monopolies and mergers 666
Consideration of mergers by the Board of Trade 668
Board of Trade Annual Report on the Monopolies and Mergers Acts 1948 and 1965 668
Visits by British overseas commercial representatives . . . 668
Board of Trade appointment 668
New chairman of NRDC 668
Plywood import controls: trade delegates meet Mr. Dell . . . 668
Imports from Czechoslovakia 668
Reimposition of import duty on certain tyres 668
The Import Duties (Temporary Exemptions) (No. 1) Order, 1969 . 669
Economic assessment to 1972 reviewed in DEA 'Progress Report' . 669
Investment grants claims 669
BoT change basis of operating LEA removal grants 669
Earl of Bessborough deputy chairman of Metrication Board . . 669
Wider scope for British calibration service 669
The new international definitions of measuring terms . . . 669
New chairman of reconstituted Industry Training Board . . . 670
Training for craft skills: CTR Report on present and future needs . 670
ECGD backs £5.3 million contract for Yugoslavia 670
Visit to UK of British Trade Council in Germany 670
Selling group to Vienna 671
London Chamber to assess export prospects in West Africa . . 671
Forum on export market research 671
The Philippines, Thailand and Indonesia – 'hard markets but good rewards' 671
Expansion by Ulster firm will provide 250 new jobs 671
Junior Chamber of Commerce for London to hold Anglo-Dutch trade conference 671
Nimonic alloys 671
The Bank Rate 671
Patents endorsed 'Licences of Right' 672
Intellectual property conventions 672
The Trade Marks (Amendment) Rules, 1969 672

Aviation and Shipping
'Short list' of sites for third London Airport 673
Mr. William Rodgers to visit United States 674
Report on QE2 turbines 674
Closure of Mercantile Marine Office, Birkenhead 674
Safety of fishermen on trawlers 674

Parliamentary Answers 675
Parliamentary answers on aviation and shipping 676

New books 678
Government surplus sales by auction 680

STATISTICS
The economy: selected indicators 681
Stocks and capital expenditure in the distributive and service trades 1967 682
Industry's capital expenditure in the fourth quarter of 1968 . . 684
Industry's stocks in the fourth quarter of 1968 688
Retail sales in January 692
Hire purchase and other instalment credit business in January . . 696

Programme of trade promotions . . . . . i to xlviii

Finance houses: new instalment credit extended 699
New companies registered 699
Retailers' stocks in January 699
Record commercial vehicle production in January 700
British Film Fund Agency 702
Business Monitor 702
Northern Ireland Index of Production 702
Registrations of British and foreign films 703

EXHIBITIONS AND FAIRS
Britain has largest foreign contingent at Cologne Spring Hardware Fair 705
Fashion and colour at Carpex and Imbex 706
1970 Hanover Fair: applications for space 706
British furniture finds a market in Japan 706

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom aid to developing countries. Peru and the USSR. Peru and Poland. Poland and Bulgaria. Poland and Cuba. Czechoslovakia and the Federal Republic of Germany. Norway and Czechoslovakia. France and Turkey. India and East Germany. Hints to businessmen visiting Iran 707
Opportunities for exporters: calls for tender 710
Export Tours 715

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff Board inquiry on choline chloride. Prohibited imports: wine containers from Italy 728
Canada: Changes in customs tariff 731
Ceylon: Tariff amendments 723
European Communities: Rules of competition – restrictive trading agreements and domination of markets. Common agricultural policy. Temporary suspension of import duties in the common tariff: correction 716
France: Minimum price regulations for fish. Import regulations. Global quotas for petroleum products 721
Grenada: Consumption duties. Package tax 730
Ghana: Special surcharge on imported goods. Customs tariff amendment 724
Israel: Liberalization of imports 722
Jamaica: Industrial Incentives Law 1956. Import licensing arrangements 728
Malaysia: Import control. Import surtax 725
Mauritius: Import control: edible oils and oil substitutes . . . 724
Mexico: Taxation. Added value tax. Mexican tax on technical service fees – Relief in the UK 728
Norway: Global quotas 720
Paraguay: Temporary prohibition on imports of wire and wire products 730
Sierra Leone: Customs tariff changes 725
Spain: Tariff modifications. Opening of global quotas 1969 (1) (2) . 720
Switzerland: Special rates of duty on certain commodities . . 722
Tanzania: Import licensing regulations 725
Trinidad and Tobago: Aid to Pioneer Industries Ordinance, 1950 . 728
United States: Los Angeles World Trade Week. Trade regulation rule: quick-freeze aerosol spray products. Motor vehicle safety standards. Motor vehicle safety standard 109. Imports of miniature and instrument precision ball bearings 730

Subscriptions, Advertisements and Reprints 731

INDEX TO STATISTICS 732

Front cover photograph

Just before last Christmas, one of Britain's most progressive machinery removal contractors, Vanguard Engineering Ltd., of Olympia, London, were responsible for the off-loading and erecting of a Goss Metro-Offset web offset press at Imprimerie Henon in Paris. This press was manufactured by Miehle-Goss-Dexter Ltd. of Preston, and the photograph shows work in progress, with a 12-ton colour unit being lifted into position. The press was installed to print 'Ici Paris'. This French national weekly newspaper has a circulation of 1,250,000 and will be printed using two folders giving a total production rate of about 120,000 copies per hour. This installation of the major components was completed on Christmas Eve and took only 10 days. Before erecting the press, the 14-man team from Vanguard tracked each unit – the heaviest of which weighed 24 tons – a distance of 120 yards; their route took them through the existing paper store and the production area to a new hall which had been built specially for the Goss press. Vanguard Engineering handle the heavy lifting of many export orders for Miehle-Goss-Dexter, who during the past three months have obtained contracts for export of British-made Goss web offset presses worth more than £2 million.

Triumphant Trident Two

The Number 1 plane for Number 1 people

Trident Two – the most advanced of any of the world's jetliners. And chosen by BEA to give the smoothest, quietest, most comfortable ride in Europe.

Its three powerful Rolls-Royce jet engines are all positioned at the rear for quiet, fast cruising at 610 mph. Flight systems and flight deck equipment are triplicated. And the most advanced all-weather landing system in the world means new standards of punctuality and dependability.

Stop press: Trident Two Recordbreaker! On 27th December a BEA Trident Two clipped 38 minutes off the London-Rome scheduled time—average speed 642 mph!

The Trident Two is already in operation on many BEA routes. Like those to Rome, Athens, Madrid, Beirut and Stockholm. And it will be introduced on many more this year.

With BEA, you, the passenger come first every minute of the way. That's the reason for the Trident Two. And why we're Number 1 in Europe.

BEA

No. 1 in Europe

Leicester—city of achievement

By H. L. Milliard, OBE, TD, JP, Secretary, Leicester and County Chamber of Commerce

Previous articles in this series on some of the principal chambers of commerce were: London, August 9, 1968; Leeds, September 6, 1968; Glasgow, October 25, 1968; Westminster, November 22, 1968; Birmingham, December 27, 1968; Manchester, January 10.

THE LEICESTER CHAMBER was formed in 1860 primarily to help the Board of Trade negotiate a treaty of commerce with France. Within a short time the Board of Trade was calling upon the Chamber for further help and advice with regard to trade negotiations with numerous other countries and in some cases the Chamber was asked to act as an agent of the Government.

There were few effective trade associations in being in Leicester until the beginning of the present century and the Chamber provided a much needed focal point to express industrial opinions and to provide those services which were most needed for the advancement of local trading activities. This service has continued without pause up to the present time and though today a number of important trade associations are well established in the City and County and are doing invaluable work for the interests they represent, the Chamber of Commerce is still the only liaison body able to co-ordinate and express opinions on behalf of the entire industrial and commercial community. This was never more evident than in 1964 when trade associations and trade unions asked the Chamber to organize a ballot to find out whether the usual holiday should be changed from the first two weeks in August to the first two weeks of July. A hundred thousand ballot papers were issued by the Chamber and the majority of workpeople voted in favour of the change.

A provincial Chamber's strength lies in its local influence. It should be second only in importance to the Town Hall. It gathers around it, or should do, leaders of industry and its voice should be strong and vociferous when the occasion demands. But being a voluntary organization and being financed on a voluntary basis it can only be effective if the membership is active, and the community receptive. Only thus can its major responsibilities be fulfilled. At the present time the membership of the Chamber numbers just over 1,000, but in spite of the fact that the Chamber is not among the top league of Chambers as regards membership it is one of the most active and has been an instigator of many ideas in the Chamber of Commerce movement, not least being the group Telex system for members.

National and local legislation has such an impact on industrial and commercial life that a great deal of care is required to see that members are kept abreast of all changes in commercial legislation, particularly as it affects export business. This necessitates having an expert staff to deal with these problems in order to ensure that members can rely on the Chamber to give them the best possible advice in the changing circumstances which daily concern them.

In the past few years, therefore, an Information Department has been set up to deal with a variety of problems relating to such matters as purchase tax regulations, hire purchase restrictions, the Trade Descriptions Act and related legislation, contracts of employment, and many others.

In Leicester the problem is probably more complex than in other towns and cities because of the diversity of industry in the City. Leicester's prosperity (a rumour has it that it is the most prosperous city in Europe) is based on the family business started in the last century. Its staple industries are light engineering, footwear,

A Leicester and County Chamber of Commerce Trade Mission to South Africa in August 1968. The picture shows a visit by the leader and secretary of the mission to the Midland Chamber of Industries, Port Elizabeth, South Africa. From left to right: Mr. I. L. Krige, director of the Midland Chamber; Mr. H. L. Milliard, secretary of the Trade Mission; Mr. E. Baer, president of the Midland Chamber; Mr. J. W. Polito, leader of the Trade Mission; Mr. W. W. Wilson, British Consul, Port Elizabeth.

LEICESTER – CITY OF ACHIEVEMENT, *continued*

Some of 45 Austrian retailers viewing a section of a Mini-Exhibition organized by the Leicester and County Chamber of Commerce.

and hosiery and knitwear. The directors of many of the firms in the City are descendants of the original founders and the consequence of this has been that there have never been any strikes of importance and unemployment has been extremely low. The fact that Leicester does not depend on one large industrial unit like a steelworks or a coalmine has meant that prosperity has been progressive and today it has a reputation of being a highly industrialized and efficient Midlands city.

This means as far as the Chamber is concerned that an extensive library of information has had to be set up to cater for the multifarious industrially productive firms. Leicester has been called the 'City of a Thousand Trades' and this may not be a misnomer.

New offices have enabled the Chamber to provide secretarial and Telex facilities for visiting businessmen and programmes have been arranged for buyers to visit factories in addition to having interviews at the Chamber of Commerce with manufacturers of products which they are seeking. Overseas Posts, overseas Chambers of Commerce and major retail organizations have taken advantage of this opportunity and many programmes have been arranged in the Chamber offices for agents, wholesalers and buyers from Austria, Scandinavia, South Africa, the United States, the USSR and most countries of Western Europe. This Chamber does not run its affairs as most Chambers do on geographical sections. There are annual visits made to the Chamber by delegations from East European countries who buy large quantities of knitwear which increase year by year. One of our most successful ventures was to stage a mini-exhibition for a group of Austrian buyers who were visiting Leicester for one day only in April 1968. It was decided that this was the best method of showing the products of the greatest number of manufacturers.

Receiving importers and arranging export missions has been under the aegis of the Overseas Committee. Home affairs are dealt with under special committees such as the Taxation and Law Committee, the Education Committee and the Transport Committee. A Local Affairs Committee deals with matters pertaining to City affairs and has close liaison with the Corporation.

It is, however, in the field of export missions and joint ventures with the Board of Trade that the Chamber has made its mark over the past five years. It was sending out missions to various parts of Europe (West and East) before BNEC was formed and the introduction of that organization provided aid towards the cost of visits and encouragement to members to visit export markets, in particular to places further afield. Recently, however, it has become apparent that there are certain dangers in arranging export missions which need to be avoided. In the first place there is the risk of sending too many and, secondly, the financial inducement may attract members who join missions for the wrong reasons. Fortunately, as far as Leicester Chamber is concerned, these pitfalls have been avoided and all who have participated have had a real interest in obtaining business from the markets concerned. Almost all members who have taken part have said that, although the financial grants have been welcome, the real benefit has been in the special arrangements made which are not available to a member travelling alone. Twenty-six missions have left the City since 1963 and it is estimated that approximately £7 million worth of business has been obtained by those who accompanied these missions. This is known business as the Chamber does not keep a comparative league of business received and does not wish to do so, but the success of the mission scheme is proved by the continual and increasing response from members to go abroad. The time has come, in fact, when the staff have reached the point where no more than seven or eight missions can be arranged annually.

It is not only in this way of actually getting members to visit overseas markets that the Chamber helps the exporter. The Chamber is always willing to advise on export documentation and ascertain rates of duty for exporters, and especially for those firms who are new to the exporting business. The Chamber also arranges conferences on various topics in connection with exporting and in recent months we have organized one on exporting to Japan in

The fifth mission to Moscow from the Leicester and County Chamber of Commerce departing from London Airport on September 18, 1967. Twenty-seven members went, the mission being led by Mr. R. M. Jefferis, president of the Leicester Chamber, 1965-1967.

preparation for British Week in Tokyo in co-operation with BNEC Committee for Exports to Asia and another on Eastern European trade.

Despite the emphasis on exports which the Chamber is involved in at the present time it is not losing sight of the fact that there are many problems at home which require elucidation and for which courses or seminars can be arranged. Examples of those recently held or to be held are:

(i) the Plain Man's Guide to Computers
  - the computer – basic facts
  - the computer and the small and medium company
  - the cost – the use of bureaux, time-sharing, and Chamber of Commerce groups
  - education and training
  - the transmission of data

(ii) Tax Planning for the Small Business
  - General principles of corporation tax, income tax and capital gains tax as affecting family companies, sole traders and partnerships
  - Mitigation of tax liabilities of family companies and businesses
  - Taxation implications of trading through partnerships instead of through companies
  - Unlimited companies
  - Trading overseas

Property and investment companies
Matters to be considered before April 6
Estate Duty planning

(iii) Management Consultancy course to deal with internal re-organization and the control and development of small businesses

(iv) A Decimal Currency Conference has been held and courses on metrication are to be held soon.

At the moment the Chamber of Commerce movement in Great Britain is undergoing a programme of re-organization to give it more impetus and improve services to members. This includes the setting up of regions and for the East Midlands Region, Leicester will become the Regional Chamber. This means that the services we now offer to our own members will be available to members of the other eight affiliated Chambers in the Region and additional services can be introduced.

The motto of the City and the Chamber too is 'Semper Eadem' – 'Always the Same'. Always the same in the high degree of service it gives to its members and always the same in its desire to work for the improvement and prosperity of the City and County.

Lord Brown's visit to the Midlands

LORD BROWN, Minister of State, Board of Trade, with special responsibilities for export promotion, has been visiting the Midlands yesterday and today (March 6 and 7). Lord Brown's programme is as follows: **March 6:** Meeting with Mr. J. F. J. Jardine, Board of Trade Midland Regional Controller; opening of new office building at Burslem for William Boulton Ltd. (ceramic engineers); lunch with members of the North Staffordshire Chamber of Commerce; visit to Mintons Ltd., and H. & R. Johnson-Richards Tiles Ltd., Tunstall; visit to the Lord Mayor of Stoke-on-Trent; attendance at informal private dinner given by the British Pottery Manufacturers' Federation. **March 7:** Visit to Brittains Ltd., Cheddleton Mill, Leek (paper manufacturers), the Abbeydale New Bone China Co. Ltd., Duffield, Derbyshire; and visit to Rolls-Royce Ltd., Derby.

BRITISH CABLE FOR SUBMARINE TELEPHONE

The 6,000-mile, £25 million submarine telephone cable between Cape Town and Lisbon was formally opened for traffic on February 18 when South Africa's Prime Minister, Mr. B. J. Vorster, made an inaugural call to the Portuguese Premier, Dr. Marcello Caetano. Mr. A. D. Mackay, deputy chairman of Standard Telephones and Cables Ltd., was present at the Cape Town ceremony. Picture shows the shallow water section being hauled ashore at Sesimbra, the Portuguese terminal near Lisbon, recently. Offshore is the STC cable ship 'John W. Mackay'. The South Africa to Portugal, Portugal to the United Kingdom and Spain to Italy cables are all STC projects.

OVERSEAS COMMERCIAL OFFICERS CONFER IN LONDON

Nineteen commercial diplomatic officers – in London for a Board of Trade conference – are seen here with Mr. Hector McNeil, chairman, Babcock & Wilcox Ltd., and chairman, Export Council for Europe, who was their host at a dinner on February 26. Twenty-six members of ECE attended the dinner, which was aimed at providing industry with a chance to exchange views with Government on the vital business of exporting. From left to right: Mr. J. L. Taylor, Bonn; Mr. K. E. Mackenzie, Stockholm; Mr. G. L. Pearson, The Hague; Mr. M. H. M. Reid, Madrid; Mr. G. Booth, Copenhagen; Mr. S. J. Aspden, Lisbon; Mr. J. A. Molyneux, Belgrade; Mr. C. G. Harris, Oslo; Sir Antony Part, Permanent Secretary, Board of Trade; Mr. G. Miles, Dublin; Mr. Hector McNeil; Mr. A. H. Reed, Helsinki; Mr. J. S. Rooke, Minister Paris; Mr. C. Spearman, Reykjavik; Mr. S. Y. Dawburn, Athens; Mr. G. F. Hiller, Brussels; Mr. J. A. Ford, Rome; Mr. E. R. Worsnop, Nicosia; Mr. D. T. West, Berne; Mr. R. P. Pinsent, Ankara; Mr. P. H. Scott, Vienna.

Government policy on monopolies and mergers

An explanation of Government policy on 'the merger movement' – the exceptionally rapid spate of mergers during the last year or two – was given by Mr. Anthony Crosland, President of the Board of Trade, speaking to the Manchester Chamber of Commerce, on February 28. Extracts from the President's speech on this subject are given here.

I START WITH the proposition that large-scale mergers must be a matter of public interest and concern – that, indeed, was why Parliament passed the 1965 Monopolies and Mergers Act. They raise profound political and social, as well as economic, issues. A very large firm will provide the means of livelihood for many thousands of workers; its products may enter millions of homes.

For example, the reorganization that often follows a large merger may mean the closure of entire plants, with heavy redundancies. This may well be in the country's long-term economic interest. But it may cause at least temporary distress and upheaval to a large number of individuals. This is why we have laid down a Code of Conduct for handling redundancy problems, under which consultation is required with the trade unions and the relevant Government Departments.

Effects on regional development

Indeed, large-scale mergers may have profound implications for the prosperity of whole towns, cities and even regions. The larger a company is the larger each of its divisions is and the more likely they are to be a major provider of employment in particular areas. The considerations which lead a large company to build a new plant, or close an old one, in one place rather than another, are not the same as will lead the Government to promote industrial development here and discourage it there. This is just one example of how the private and social costs of a large firm's decisions can diverge. It shows why the Government may need to obtain assurances from merging firms before allowing the merger to proceed.

Again, the actual process by which two companies merge may also raise questions of public interest. First, take-over bids often lead to large capital gains for shareholders, which affect the distribution of wealth and certainly do not make a prices and incomes policy any easier. Secondly, some of the tactics used in making or resisting some recent take-over bids have aroused widespread criticism for discriminating between shareholders or denying some of them the opportunity of freely accepting or rejecting the bid. Hence the recent discussions of a new take-over Code and Panel.

I turn from these social arguments to the economic argument – are mergers generally good or bad for economic efficiency? Here we meet at once the impossibility of generalization. We can lay down certain principles – they are good if they lead to better management or greater economies of scale, bad if they lead to slackness, a dangerous lack of competition or an abuse of market power. The difficulty comes in applying these general concepts to particular industrial situations and in striking the right balance between them.

For example, the advantages of size vary enormously from industry to industry. By far the majority of the computors made in the world are made by a single American company; and the number of British computer firms has been reduced to one in order to achieve the required scale of operation. In other industries – aerospace, vehicles, steel, chemicals – only really large companies can benefit in full from the economies of scale, but there are many cases where the advantages of great size are much less apparent, and a small or medium-sized efficient company is often the pace-setter with its larger rivals trailing behind.

Again, the threat to competition from large firms depends on the size of the market. Where the market is large enough to accommodate several producers, we can enjoy the economies of scale without sacrificing competition; and this is the more true today when trading arrangements like EFTA enlarge the size of the competitive market.

So only a simpleton will come out dogmatically for or against mergers. But we have to attempt some general assessment of the merits of the recent merger movement; and my own judgment is that it has been on balance beneficial. In general mergers are desirable if they lead to better management or genuine economies of scale without eliminating workable competition. In my view, more often than not in Britain, mergers do fulfil this condition. We still have many examples of poor and out-of-date management in British industry; and many of our older industries are still too fragmented with companies and plants, which are too small by present-day international standards. In such industries there is clearly a need for restructuring and rationalization. And even in some newer industries British companies are much smaller than their international competitors.

This is why the Government has often intervened positively to promote rationalization. This was one of the main arguments for bringing the steel industry into public ownership. I hope that my review of the structure of the textile industry, which I announced earlier this month, will lead to the organization of this industry, too, in a pattern suited to the present-day demands of international competition. And we have established and encouraged the Industrial Reorganization Corporation, which is doing an excellent job in restructuring many sectors of British industry.

Sparing use of Board of Trade powers

It is because we accept that the majority of mergers have a neutral or a beneficial effect that we have used so sparingly our power to refer certain mergers to the Monopolies Commission. Out of over 300 mergers which we have examined since the 1965 Act, only 10 (leaving aside two newspaper mergers which we were obliged by the legislation to refer) have been referred. And in only three cases have the Commission recommended that a merger should not be allowed to proceed.

So in general the merger movement has brought clear benefits. But this does not mean that we can be uncritical and should exercise no supervision. Individual mergers may still be proposed which would not necessarily be in the public interest. For example, although very large firms may often be necessary if we are to be fully competitive in international markets, size in itself is not invariably an advantage. Indeed, there is sometimes a risk that firms formed by mergers may become so large that any economies of scale may be more than offset by the high costs that arise from the decline in management flexibility and control. After all, it is not difficult to think of giant companies, both in this country and elsewhere, which have proved to be sleepy and inefficient and which have found it hard to compete with smaller specialized firms. Moreover, great size must bring with it great financial and market power, and so greater power over employees, customers, competitors and the local community, and the risk that this power may be misused.

The conglomerate mergers which have been in the news recently

raise rather special issues. Since the firms concerned have largely unrelated interests, questions of monopoly in the normal sense seldom arise. The sort of points which need examining here include whether top management can keep a proper grip on all the new group's different activities; whether unprofitable activities will be continued too long, subsidized by profitable ones; whether there will be sufficient economies in management and finance to outweigh these dangers; whether, on the other hand, the advance of a well-managed conglomerate into new fields of activity may not inject new life and efficiency into industries where competition has ceased to be really effective.

But the doubts which we may have about a proposed merger most commonly arise because it will lead to a greater degree of monopoly. We are concerned here partly with the familiar dangers of monopoly – exploitation of customers by high prices; the use of financial power against inconvenient competitors, exclusive dealing; discriminatory pricing; and other means of keeping competitors out. The Monopolies Commission's reports provide many examples of this kind of behaviour. But perhaps more serious is the effect which a position of monopoly can have on a firm's efficiency. It can easily fall into inertia and slackness and lose its incentive to take risks, to invest in the latest methods or to satisfy new and changing consumer tastes. As a famous economist once put it: 'the greatest of all monopoly profits may be a quiet life'. Sometimes the market is only large enough for one firm and these risks have to be taken; moreover if there is keen competition from imports the dangers of domestic monopoly will clearly be less. But they do exist, and this is why it is necessary to have the Monopolies Commission there to safeguard competition.

It is obvious that the complexity of the issues place great demands on the understanding and judgment of the Commission. The final decision is mine, but I must rely heavily on the Commission for fact-finding analysis and assessment. A great deal hangs on their decisions, which can affect the efficiency of British commerce and industry for years to come. So it is vitally important that the members of the Commission should be people of great ability and distinction – in industry, commerce, finance, law, academic life, public service – who can focus on these problems a wealth of combined experience. I shall very shortly announce the appointment of a number of new members who, I am sure, will preserve and enhance the high standard of the Commission's work.

I am particularly anxious to maintain a strong Commission because there is a danger that mergers may become too much of a fashion. There have been signs recently of 'merger fever', which may lead to ill-considered unions and a disproportionate expense of time and energy by top management in either plotting or resisting take-over bids. The existence of the powers in the 1965 Act, and the known willingness of the Government to use them, can provide a much-needed restraining influence.

There is no inconsistency in this attitude of saying that most mergers are acceptable and even beneficial, but that a few are not. Situations differ in different industries and call for different remedies. Where firms are too small, they should be permitted and even encouraged to merge. If the unaided working of market forces will not bring this about in time, the Government may need to intervene to promote it. But where we think that a merger may lead to monopoly power without a compensating gain in efficiency, it is right that a thorough investigation should be made. There is thus no conflict between the Government's policies in promoting rationalization and in keeping a check on monopolies and mergers. In each case we seek the best allocation of resources and the greatest possible improvements in efficiency.

Consistent decisions

Lastly, I want to deal with a question which has been raised in recent public discussion, and to which I have given a great deal of thought. Are our decisions – to refer Merger A but not Merger B – consistent? And assuming that they are, should we not publish some public criteria or guide-lines on the American model which will give industry some sense of certainty?

I am sure that our decisions are consistent. In each case we examine the likely effect of a merger on the structure of the market – how far competition will disappear; how much will remain; the ease of new entry into the industry; the countervailing power of suppliers and customers; the availability of substitutes. We see whether there are any broader plans for reorganizing the industry, and if so, whether the proposed merger is consistent with them. We look for any undue accumulation or concentration of economic power. On the other side we weigh the prospects of economies of scale, of a more effective use of assets, of rationalization in finance and marketing. We consider any foreseeable effect on the balance of payments and on the incentive to invest and innovate. We take account of the likely effects on employment and the distribution of industry. These are the questions we ask about every merger we consider. The answers vary according to the circumstances of each case, but the method and approach are the same.

Guide lines and criteria

But should we publish general guide-lines, or at least give reasons in particular cases? So far the general view in Britain has been that we should not. First, this would go counter to the philosophy of all our post-war monopolies legislation which, in contrast to the anti-trust philosophy of the United States, does not start from the assumption that certain types of market structure are undesirable in themselves. Successive Governments have taken the view that we must retain complete freedom to judge in each individual case what benefits and detriments there might be, and what factors might or might not be relevant. Thus the 1965 Act on mergers, reflecting this agreed philosophy, gives the Board of Trade absolute discretion, and neither lays down guide-lines itself nor requires the Board to do so.

Secondly, it is difficult to lay down guide-lines which are not either so platitudinous as to be useless (for example that higher exports are 'good' or that the elimination of competition is 'bad'), or so rigid or inflexible as to stop many desirable mergers. The American guide-lines are extremely rigid about permissible shares of the market. For example, in a 'highly concentrated' market situation – one in which the share of the four largest firms amounts to approximately 75 per cent or more – the Department of Justice say that they will normally challenge mergers where the acquiring firm has 4 per cent of the market and the other firm has 4 per cent or more; or where the acquiring firm has 10 per cent of the market and the other 2 per cent or more. If the acquiring firm has 15 per cent or more, then the acquisition of a competitor with 1 per cent or more is likely to be challenged. Now in a huge economy like the United States, where large size is easily attained without loss of competition, this sort of arithmetic is acceptable. But in a smaller economy like ours where necessary size may inevitably mean a certain degree of monopoly, such an approach could be very damaging in relation to international competition.

A more systematic public guidance

So there is a strong case for the pragmatic approach on which all post-war legislation is based – looking at each industry and each merger separately. Nevertheless, I am not wholly satisfied with our present practice, and I have for some time been considering whether, within the framework of our present legislation, we might not give more explanation of how we use the discretion that the law confers upon us. The question I want to decide is whether we can combine the pragmatic approach with a more systematic public guidance as to the broad criteria on which we work. It is hard to know whether this would be possible without surrendering the valuable flexibility of the present system – there are different views on this. But it certainly deserves some hard thought from all of us who are concerned with this problem.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext,* 3038) *who compile the half-yearly index to the* Journal.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them, it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

J. Glicksten & Son Ltd. and Denny, Mott and Dickson Ltd.
British Petroleum Co. Ltd. and Western Ground Rents Ltd.

Board of Trade Annual Report on the Monopolies and Mergers Acts 1948 and 1965

THE BOARD OF TRADE'S Annual Report on the operation of the Monopolies and Mergers Acts, 1948 and 1965, was published on February 27.

The Report includes a summary of the work and expenditure of the Monopolies Commission during 1968 and of action by the Board of Trade under the above legislation during 1968.

The Annual Report records that during 1968 eight reports of the Monopolies Commission were published, including five on monopoly references and three on merger references. These were:

Monopoly references
Clutch mechanism for road vehicles
Electric lamps
Flat glass
Man-made cellulosic fibres
Men's haircutting services

Merger references
Barclays Bank Ltd., Lloyds Bank Ltd., and Martins Bank Ltd.
Thomson Newspapers Ltd., and Crusha and Sons Ltd.
Thorn Electrical Industries Ltd. and Radio Rentals Ltd.

In addition, the Commission's general report on recommended resale prices had been submitted to the Board of Trade and was awaiting publication (since published).

At the end of 1968 the Commission had before them monopoly references on:

The supply of beer
The provision of estate agents' services (since published)
The supply and export of rods for cigarette filter tips
The supply of metal containers
The supply of fire insurance

and general references on:

Professional services
Refusal to supply

The Annual Report also records action taken by the Board of Trade on the Commission's monopoly reports on the supply of petrol, colour film, detergents, man-made cellulosic fibres, electric lamps and clutch mechanisms for road vehicles.

Copies of the Report can be obtained from HMSO Stationery Office, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (prices 2s. 3d. or 2s. 7d. by post).

Visits by British overseas commercial representatives

THE FOLLOWING name should be added to the List of commercial diplomatic officers visiting Britain, published in last week's *Board of Trade Journal* (page 605).

REPUBLIC OF IRELAND (Dublin)	G. MILES First Secretary (Commercial)	May In present post since 1967

Board of Trade appointment

MR. ANTHONY CROSLAND, President of the Board of Trade, with the approval of the Prime Minister, has appointed Mr. Robin Goodison, to be a Second Secretary in the Board of Trade with effect from March 3. He takes over the post previously held by Mr. Frank Wood, whose appointment as Secretary-designate of the Ministry of Posts and Telecommunications has already been announced.

Mr. Goodison will be succeeded as head of the Overseas Project Group of the Board of Trade, by Mr. K. Taylor.

New chairman of NRDC

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has appointed Sir Frank Schon as chairman of the National Research Development Corporation, in succession to Lord Black. Sir Frank Schon, a co-founder of Marchon Products, has been a Member of the National Research Development Corporation since 1967. He is a part-time member of the Industrial Reorganization Corporation and a member of the Minister's Advisory Council on Technology.

Plywood import controls: trade delegates meet Mr. Dell

A DEPUTATION from the Timber Trade Federation led by Mr. Peter Morgan, the president, met Mr. Edmund Dell, Minister of State, Board of Trade, on February 27, to press for the exclusion of plywood from the Import Deposits Scheme and any future measures affecting imports.

At a meeting with Board of Trade officials in November, 1968, exclusion of additional timber items – principally planed timber, veneers, plywood and particle board – was sought. At the meeting on February 27, the delegation reiterated the trade's views regarding these materials, but concentrated on the case for plywood. They pointed out that plywood was an essential and highly efficient basic material, alternative supplies of which could not be obtained from United Kingdom sources.

The Minister explained why it had been necessary to introduce the import deposit scheme as a temporary measure. The Minister took note of the points the delegation had made but said it did not appear that the scheme was operating in a way which would warrant exemption of the materials in question.

Imports from Czechoslovakia

THE BOARD OF TRADE have issued Notice to Importers No. 1243 setting out the licensing arrangements for imports from Czechoslovakia for the 12-month period running to December 31, 1969. Full details and the list of quotas appeared in the *Board of Trade Journal* of December 13, 1968 (pages 1647 and 1648).

Reimposition of import duty on certain tyres

THE BOARD OF TRADE announce that consideration is now being given to the reimposition of import duty on the following item when the current temporary exemption from import duty expires at the beginning of May 1, 1969.

Tariff heading	Description	Reference
40.11	Non-pneumatic tyres not less than 37 inches in outside diameter, moulded in one piece and not mounted on a metal ring on the inside circumference	5617

The grounds for considering reimposition of the import duty are as follows:

(i) the temporary exemption has been in operation for a number of years and it is now necessary to assess whether present circumstances warrant continued relief from import duty
(ii) it is considered that capacity for production in the United Kingdom of these tyres, or of closely related tyres used in similar fields of activity, is now sufficient to satisfy a substantial proportion of total demand in the United Kingdom.

Interested parties who wish to make representations should address them in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than March 21, 1969.

The Import Duties (Temporary Exemptions) (No. 1) Order, 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 1) Order, 1969.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1970, except items for which an earlier day is specified. The goods referred to in Schedule 1 by reference to Tariff heading 29.39 have been re-classified under that heading in the Customs Tariff following a Classification Opinion of the Customs Co-operation Council; their former headings are given in Schedule 3.

The Order came into operation on March 6, and has been published as Statutory Instrument 1969 No. 232.

Copies of the Order are obtainable direct from HMSO.

Economic assessment to 1972 reviewed in DEA 'Progress Report'

THE FEBRUARY issue of DEA *Progress Report* has now been published. A new planning document *The Task Ahead: An Economic Assessment to 1972* has been published by the Government as a Green Paper. This month the whole of the Economic Section is devoted to an article giving the background of the document and setting out some of its main projections. The assessment centres on the necessity for building up a balance of payments surplus of the order of £500 million a year, and has been designed to allow for variations, within reasonable limits, in the rate of growth.

The *Progress Report* also includes articles on *Area development in Northern Ireland* and *A policy for industrial relations.*

Earl of Bessborough appointed deputy chairman of Metrication Board

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, announced in the House of Commons on February 24 that he had appointed the Earl of Bessborough to be deputy chairman of the Metrication Board.

Investment grants claims

CLAIMS FOR investment grant on eligible expenditure incurred during the third quarter of 1968 will be accepted by Investment Grants Offices on and after April 1. Payment of grant on claims relating to expenditure incurred during the second quarter of 1968 will begin on the same day.

The addresses of the offices are:

Colman House,
Victoria Avenue,
Southend-on-Sea,
Essex.
Tel. (0702) 41341 and 41362. Telex 99288.

24/26 Newport Road,
Cardiff,
CF2 1SY.
Tel. (0222) 42611. Telex 49538.

St. Peter's House,
Stanley Precinct,
Bootle,
Lancs.
L20 3LZ.
Tel. 051-922 4030. Telex 627162.

Queensway House,
West Precinct,
Town Centre,
Billingham,
Teesside.
Tel. (0642) 53677. Telex 58608.

Magnet House,
Waterloo Street,
Glasgow, C.2.
Tel. 041-221 9833. Telex 77583.

BoT change basis of operating LEA removal grants

THE BOARD OF TRADE announce a change in the basis of operating the grants offered under Section 4 of the Local Employment Act 1960 towards initial expenses of firms setting up and providing employment in the Development Areas.

Hitherto, these grants have been offered as a contribution towards initial expenses incurred by an undertaking which are unusual in nature or amount as a result of the project being located in a Development Area, but the precise costs which could be covered have not been specified.

In order to simplify and clarify the arrangements for these grants it has been decided that in future they will be assessed on the basis of the following costs of moving to a Development Area:

(i) removal of plant and machinery, including dismantling and re-installation, within the United Kingdom
(ii) removal of necessary stock, including raw materials, partly completed and finished goods, spare parts, loose tools, etc., within the United Kingdom
(iii) travel and accommodation during preliminary visits to the new area by the management, within the United Kingdom
(iv) termination of employment payments

These grants are subject to recommendation by the Board of Trade Advisory Committee, who need to be satisfied that there are good prospects of the project being successful. Where grants are recommended by the Committee these will be a substantial contribution towards what the Committee consider to be reasonable costs. The total amount of grant offered may also depend on the amount of employment to be provided.

Applications for Section 4 grants should be made before the move to a Development Area takes place.

Wider scope for British calibration service

THE MINISTRY of Technology have announced that the British Calibration Service is to expand to include pressure, temperature, optical and radio-frequency noise measurements. The service was set up by Mintech in 1966 to provide industry with facilities for authenticated calibration of measuring equipment.

The new international definitions of measuring terms

A VOCABULARY of basic terms used in metrology - the science of measures is shortly to be published by the Organization Internationale de Metrologie Legale.

This organization of 36 member states including the United Kingdom exists to harmonise the statutory technical requirements applied to various types of weighing and measuring instruments subject to legal testing and control. 'Vocabulaire de Metrologie Legale - Terms fondamentaux' has been prepared to unify the definitions of basic terms used in measurement and measuring instruments and to assist in the comparison of documents and discussion at international level. The Vocabulary, which is in French, contains some 300 terms with full definitions and these definitions should be of value to international scientific and technical bodies concerned with measurement.

The price is 30 French francs per copy plus postage. The publication will be available at the end of March from the Bureau Internationale de Metrologie Legale, 11 Rue Turgot, Paris IXe, France, to whom application for copies should be addressed.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

New chairman of reconstituted Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has reconstituted the Man-made Fibres Producing Industry Training Board for a period of three years from February 23, 1969. This is the Board's second term of office. The chairman of the Board will be Mr. Thomas Howie, at present Head of ICI (Europa) Fibres GmbH. He succeeds Mr. P. S. Rendall. The other new appointment to the Board is that of Mr. L. Britz, Electrical, Electronic and Telecommunication Union – Plumbing Trades Union. The other 11 members appointed by the Secretary of State were members of the original board.

Training for craft skills: CTC Report on present and future needs

IN THEIR ANNUAL report, Third Annual Report of the Central Training Council, Her Majesty's Stationery Office, price 4s., published on March 4, the Central Training Council state that they have been considering the arrangements for training for craft skills in the light of present and future needs.

They explain that their concern is not simply to get more training for more people. They are particularly concerned with the need for modernizing and improving the quality and flexibility of training programmes in an area tightly bound by traditional arrangements. They want to get also a greater acceptance by employers and trade unionists of adults brought to a craft level of skill as a result of training courses run either by Government Training Centres or by industry.

ECGD backs £5.3 million contract for Yugoslavia

THE Export Credits Guarantee Department signed a financial guarantee on February 28 covering the sale of a lead zinc smelter plant to Yugoslavia. The contract is between Rudnap, Export-Import and the Power Gas Corporation Ltd., of Stockton-on-Tees.

The £4.5 million loan to finance the project is being made available by Lazard Bros. & Co. Ltd., acting on behalf of a syndicate of banks consisting of Barclays Bank Ltd., Lloyds Bank Ltd., Martins Bank Ltd., Midland Bank Ltd., National Provincial Bank Ltd., and the Westminster Bank Ltd., and is repayable over 10 years.

Visit to UK of British Trade Council in Germany

LED BY Dr. F. T. Hamblin, CBE, Head of ICI (Deutschland) GmbH, a team from the British Trade Council in Germany will be visiting the United Kingdom on March 19-21.

In order that the greatest use may be made of their visit, a meeting is being arranged in Conference Room Main A at the Board of Trade, 1 Victoria Street, London, S.W.1, at 2.30 p.m. on March 19, when British businessmen will be able to put questions to the team from Germany about the prospects for and the practical problems arising from, doing business in Germany.

The team includes: J. W. Allenby (Lansing GmbH), W. K. Kuhlmann (Byford & Co., GmbH), T. Calvelli (resident partner in an international firm of accountants at Hamburg), W. G. F. Schaefer (Hill Samuel & Co., Frankfurt), C. A. Gude (Tozer Kemsley & Hillbourn, GmbH, Hamburg), A. F. Bedford (Heal Textil GmbH, Stuttgart), T. B. Craigie (resident partner in an international firm of accountants at Frankfurt), P. Dreyer (Prestige Haushaltswaren GmbH, Solingen), H. E. Meyer (Ferrymasters Ltd., Düsseldorf), E. G. Wheater (Dunlop AG, Hanau/Main), J. L. Taylor (Counsellor (Commercial), Bonn, K. W. Chesterman, Consul (Commercial), Hamburg. After the London meeting the team will be splitting into two and visiting other main commercial centres.

The first team, under the leadership of Dr. Hamblin, will have meetings at local Chambers of Commerce as follows:

March 20: Birmingham, 11 a.m.
Bristol, 3.30 p.m.
March 21: Cardiff, 10.30 a.m.

The second team, under the leadership of Mr. Gude, will have meetings as follows:

March 20: Manchester, 11 a.m.
March 21: Glasgow, 10.30 a.m.

It is hoped that as many businessmen as possible will take advantage of this opportunity to meet the visiting mission from the British Trade Council. Those wishing to attend the London meeting (2.30 p.m. on March 19) should contact Miss S. Elkin at the Confederation of British Industries, 21 Tothill Street, London, S.W.1 (Tel. 01-930 6711, Ext. 322). Those wishing to attend the other meetings should get in touch with the appropriate Chamber of Commerce.

Stationery trade mission to Scandinavia

A STATIONERY Trade Mission from Britain will be visiting Scandinavia from March 16 to 29. Fourteen firms will be taking part. Eight have been before but six are visiting the market for the first time. The mission is organized by the British Stationery and Office Equipment Association.

British food drive in Austria

A FORTY-MAN trade mission organized by the British Food Export Council and led by its vice-chairman, Mr. Dennis Shattock, started a one-week drive on February 24 to boost sales of British food and drink in Austria and neighbouring countries. One of the mission's main objectives will be to arrange for general store promotions for the forthcoming 'British Week' in Vienna.

Leading buyers from Austria were also invited to meet the mission and view a samples show at the Hotel Intercontinental in Vienna, and invitations were sent too to their equivalents in Czechoslovakia, Hungary and Yugoslavia.

Three-year British food probe begins

A THREE-YEAR research programme with a 'Boost-British' theme began on March 1. Its objective is to see how British professional cookery and the use of home-grown foodstuffs can be still further developed. Behind the investigation, which is to be carried out by a team of experts from the University of Strathclyde, is the British Farm Produce Council and the British Travel Association. It will include a study of regional and traditional recipes and their present-day application.

The aim of the study is to accelerate the development of a distinctive system of professional cookery within the United Kingdom, with special reference to the interests of the tourist trade.

Trade mission to Argentine

MR. JOHN PHILLIMORE, managing director of Baring Brothers, and a member of the British National Export Council's Latin America committee is leading a team of British industrialists and businessmen on a visit to Argentina from March 10 to 12. The delegation will meet members of the Argentine Chamber of Commerce, the Union Industrial (comparable with the CBI) and others to discuss scope for increasing trade. It is also expected to call upon Argentine Ministers.

Subjects for discussion will include: future trends in trade and investment; credit and financing, with particular reference to capital projects; Argentine requirements for complete factory installations, power machinery in general, and raw materials; and licensing and know-how agreements.

Over the last few years until 1968, Britain bought about two-and-a-half times as much from Argentine as we sold to them. In 1968, our trading position improved and our adverse balance of trade with Argentina declined to £17.8 million.

Selling group to Vienna

NINETEEN MEMBERS of the Birmingham Chamber of Commerce and Industry have formed a broad-based 'commando' type selling group which left for Vienna on March 2. The group will be a follow-up of a selling mission which the Birmingham Chamber sent to Vienna in November 1967, and members will be consolidating business contacts, with calls on agents and customers, realizing that personal communication is one of the most important aspects of export selling.

London Chamber to assess export prospects in West Africa

THE FIRST London Chamber of Commerce trade mission to visit West Africa left London on March 1 for a three-week tour of Nigeria, Ghana, Sierra Leone and the Canary Islands. The 11-man mission, which is being led by Mr. Arnold Breene, deputy-chairman of the Chamber's West African section, is one of a series of trade missions that the Chamber has sent to Africa in the last two years. Missions have already visited Kenya, Uganda, Tanzania, Zambia, Malawi and the Congo.

Forum on export market research

THE EXPORT RESEARCH COMMITTEE of the Market Research Society has arranged an evening forum on export market research in order to provide an opportunity for the pooling of existing experience in this field. The forum will be on April 23, in the ITA Conference Hall, 70 Brompton Road, London, S.W.3, at 5.45 for 6 p.m. It will deal principally with consumer research.

In view of the importance of the subject members of other organizations who are likely to have an interest in it are invited to attend the forum and their suggestions on topics for discussion and points that might be raised will be welcomed. Admission will be free, but the organizers of the forum, in order that they may plan for the numbers attending, wish to have bids for vacancies sent in by writing or by telephone to the convenor of the forum: Peter Tyler, Interscan Limited, 71 Kingsway, London, W.C.2 (Tel. 01-405 8985).

The Philippines, Thailand and Indonesia —'hard markets but good rewards'

THE PHILIPPINES, Thailand and Indonesia offer 'considerable opportunities' to British business. Though these opportunities are potentially very great, they are at present more difficult and less predictable in Indonesia than in the Philippines or Thailand. This is the conclusion of a London Chamber of Commerce mission to the three countries led by Sir Con O'Neill, a director of Hill, Samuel & Co. Ltd.

The report issued by the mission, which made its visits during November of last year, stresses that special application and persistence are needed to do business with these countries owing to social conditions and traditional attitudes and practices. 'Risks are high, but rewards can be commensurate.'

All three markets, says the report, are highly competitive, especially the Philippines and Thailand, and are rapidly becoming more so and more sophisticated in their demands. The markets are at present dominated by Japan and the United States, but British traders and investors have advantages in that they wish to reduce this dependence, and in Thailand close associations of many kinds with Britain still survive strongly.

The report emphasizes that British firms trading with the three countries should, if possible, have British representation on the spot. Fairly frequent visits by principals are essential. British business visitors should seek the advice and help of the commercial sections of the British Embassies and of British banks operating in the area. They should also keep themselves informed of each country's development plans.

Finally, 'British firms should bear in mind the uniquely varied resources and immense economic potential of all three countries. In spite of Indonesia's current difficulties it is certain that her resources will, with foreign help, and in due course, be developed. Britain cannot afford to be left out of this process.'

'The Philippines, Thailand and Indonesia – a survey for businessmen', is available from the London Chamber of Commerce, price 15s. 6d.

Expansion by Ulster firm will provide 250 new jobs

MR. ROY BRADFORD, Northern Ireland Minister of Commerce, announced on February 20 that the Government factory at Loughgall Road, Portadown, occupied by Ulster Laces Ltd., is to be further extended by 30,000 sq. ft. The additional space will be used to increase the production of garments, knitwear and elastic trimmings.

Mr. Bradford said: 'It is intended to increase the current labour force of 550 at the Loughgall Road factory to 800 (215 of whom will be men) within three years from the date on which production starts in the new extension.'

Junior Chamber of Commerce to hold Anglo-Dutch trade conference

THE Junior Chambers of Commerce for London and Amsterdam have arranged a Trade Conference to be held at the Kensington Close Hotel, London, on April 24. 'Route to Holland – Stepping Stone into EEC' is the theme of the conference, and the aim is to encourage companies to export to Holland, invest in that country, or form a link with a Dutch associate.

H. E. Dr. van Roijen, CBE, the Dutch Ambassador, has been invited to open the conference, and Lord Brown, Minister of State at the Board of Trade, with special responsibility for exports, has agreed to be a patron and will also address the conference. Sir Charles Turner, the Lord Mayor of London, and Mr. A. G. Norman, president of the Confederation of British Industries, have also agreed to be patrons of the conference.

The programme will include addresses from prominent speakers on the problem of trading with Holland. They will include Mr. H. Birtles, director of Export Services Branch of the Board of Trade.

The cost of 11 guineas will cover the seminar, luncheon and refreshments. Applications should be addressed to the Junior Chamber of Commerce for London, 69 Cannon Street, London, E.C.4, and marked 'Anglo-Dutch Trade Conference'.

Nimonic alloys

HENRY WIGGIN and Co. Ltd., have drawn attention to the fact that Nimonic, mentioned on page 444 of the *Board of Trade Journal*, of February 14, is a trade mark of Henry Wiggin & Company Limited.

The name Nimonic can only be applied to alloys made by Henry Wiggin & Company Limited.

The Bank Rate

THE BANK OF ENGLAND announced on February 27 that the Bank Rate had been raised to 8 per cent.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form,

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	February 11, 1969	
1,107,082	Regie Nationale des Usines Renault	Power units.
1,107,912	Regie Nationale des Usines Renault	Door latches.
1,111,764	Amazonen Werke H. Dreyer	A separating apparatus for root crop harvesting machines.
	February 12, 1969	
845,352	Standard Telephones & Cables Ltd.	Dipole-antenna element for connection to coaxial lines.
931,616	Standard Telephones & Cables Ltd.	Switching arrangement for power-supply apparatus.
962,239	Regie Nationale des Usines Renault	Articulation device for vehicle boot covers.
979,953	Standard Telephones & Cables Ltd.	Ferromagnetic ferrite materials and methods of fabrication for use at microwave frequencies.
981,143	Standard Telephones & Cables Ltd.	Ferromagnetic ferrite materials for use at microwave frequencies.
990,817	Regie Nationale des Usines Renault	Timing mechanism in rotary-piston internal combustion engines.
1,005,458	Ateliers des Charmilles S.A.	Electrolytic removal of material from the surface of an elongated body.
1,009,790	Societe des Etablissements Rivierre-Casalis.	Maize harvesters.
1,011,825	Ateliers des Charmilles S.A.	Electrodes for the machining of conducting materials by electro-erosion.
1,023,016	Standard Telephones & Cables Ltd.	Manufacture of tubes.
1,036,548	Ateliers des Charmilles S.A.	Automatic drain valve for removing a condensed liquid such as water from a pneumatic system.
1,051,891	Societe des Etablissements Rivierre-Casalis.	Hay and fodder balers.
1,054,096	Standard Telephones & Cables Ltd.	Ferromagnetic materials and method of manufacture thereof.
1,062,381	Regie Nationale des Usines Renault	Friction pad assemblies for disc brakes.
1,076,544	Gevaert Photo-Producten, N.V.	Process and material for the preparation of photo-colour images.
1,090,486	Muanyagipari Kutato Intezet	Fluid-flow control valves.
1,116,402	Fairey Engineering Limited	Rotary bearing arrangements for large heavy objects, for example rotatable sections of shielding in nuclear reactors.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimants is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office,

Intellectual Property Conventions

ON FEBRUARY 26 the United Kingdom deposited with the Bureaux Internationaux Réunis de Propriété Intellectuelle in Geneva instruments ratifying the revised Paris Convention for the Protection of Industrial Property, the revised Madrid (False Indications of Origin) Agreement, the revised Nice Agreement concerning the Classification of Trade Marks and the Convention establishing the World Intellectual Property Organization, all of which were signed on behalf of the United Kingdom at the Stockholm Conference in July 1967. At the same time there was also deposited an instrument of accession to the Stockholm Revision of the Berne Convention for the Protection of Literary and Artistic works, but this instrument includes, in accordance with Article 28 of the Revised Convention, a declaration that the accession shall not apply to Articles 1 to 21 and the Protocol Regarding Developing Countries.

The Trade Marks (Amendment) Rules 1969

NOTICE IS HEREBY GIVEN in pursuance of sub-section 3 of Section 40 of the Trade Marks Act 1938 that the Board of Trade intend to make Rules under that Act amending the existing Rules by increasing fees payable in respect of trade marks. Among the changes are increases of £1 in respect of application and registration and £2 in respect of renewal. Copies of the draft Rules may be obtained on and after February 28, 1969 from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also then be obtained from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO at the usual addresses, price 1s. 9d. (by post 2s. 1d.).

Any person who desires to make representations for consideration before the Rules are finally settled should do so on or before March 28, 1969. Representations should be addressed to the Comptroller-General, Industrial Property and Copyright Department, Board of Trade, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

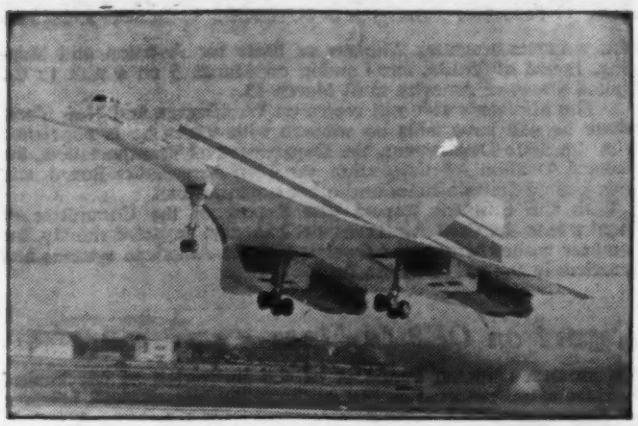
ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext,* 6147).

BELGIAN VISITORS TO BRITISH BISCUIT FACTORIES

On a special three-day visit to English factories in the Associated Biscuits Limited group, were nine members of Ets. Marcel Pinart, a Belgian subsidiary of the group, who market ABL biscuits in Belgium. They visited the Jacobs' factory at Aintree and the H & P factory at Huyton before attending a presentation at the ABL headquarters at Reading given by Mr. Richard Palmer (centre, back row), export director, ABL. Mr. Palmer, who is also president of Ets. Marcel Pinart, outlined ABL's future plans to develop sales in Belgium.

Aviation and Shipping



The maiden flight of the Concorde 001 *prototype took place on March 2, from the Toulouse Airport. It was in the air for about 25 minutes, and had a trouble-free flight. Concorde is a joint Anglo-French project. The maiden flight of Concorde* 002 *at Filton, Bristol, is expected to take place in the near future.*

'Short list' of sites for Third London Airport

THE COMMISSION on the Third London Airport has now completed the first of the five stages of its work in accordance with the terms of reference which were announced in Parliament on May 20, 1968. This is announced by the Hon. Mr. Justice Roskill, chairman of the commission in a letter dated February 24 to Mr. Anthony Crosland, President of the Board of Trade, which appears as a preface to the report *Short List of Sites and Site Information for Stage II Local Hearing* 1. *Foulness (off-shore)* (HMSO, price 6s.) published on March 4.

The letter states: 'The sites which the commission has decided should be "short listed" and thus made the subject of more detailed examination hereafter are (in alphabetical order):

(a) Cublington (Wing)
(b) Foulness (off-shore)
(c) Nuthampstead
(d) Thurleigh (Bedford)

'In Appendix 1 to this letter will be found sketch plans showing the approximate location of each of these four airport sites. (*Published in a pocket with the report*).

'The commission decided at the outset of its work that it must go back to the beginning and search for every site within a wide radius of London which might prove suitable. A long list of possible sites was compiled including many suggested by the public. It was, in due course, reduced to a medium list of nearly 30 sites. The short list was then evolved with the aid of the commission's own research staff, Government departments and others in universities and elsewhere too numerous to name individually though not to thank collectively.

'In reaching its decision on the short list the commission has had well in mind the factors listed in paragraph 1 of your announcement in parliament. The application of cost/benefit analysis has enabled the commission to identify those inland sites in the medium list which justify investigation in greater detail because on balance they offer advantage in respect of important criteria such as site costs, air traffic control, defence, noise and surface access (including user and capital costs).

'There are, however, other relevant criteria which in the time available it has not been possible for the commission to investigate in the same detail. These include town and country planning at all levels. The necessary detailed investigations will form an important part of the next stages of the work. The commission looks forward to the assistance which it will obtain from evidence of a local character to be given at the public local hearings into all four short listed sites.

'The off-shore site at Foulness ranks relatively low in the cost/benefit analysis carried out thus far but may offer substantial advantages over the inland sites, not least in relation to certain of the town and country planning criteria. The commission has, therefore, decided to include this site in the short list.

'You will have noticed that Stansted does not find a place upon the short list while Nuthampstead has been included. In the commission's view, of the possible sites in that area, Nuthampstead offers most advantage over Stansted, particularly in respect of noise and air traffic control compatibility with Heathrow.

'The commission's terms of reference also require it to inquire into the timing of the need for a third London airport. This side of the commission's work has proceeded concurrently with the site selection. Whilst the apparent weight of the evidence thus far suggests that the need for such an airport is urgent, the contrary view has been submitted. The commission at this stage expresses no view on the urgency of the need. Suffice it to say that the short list has been prepared on the assumption, necessarily made at this stage of its work, that a third international airport to serve the London area will be required. The timing of that need will require later detailed consideration.

'The commission will now proceed to Stages II and III.

'I understand that you agree with the commission's proposal to publish this letter. On Tuesday, March 4, 1969 the commission will, therefore, do so. It will also then publish particulars of the arrangements for the Stage II local hearings and the material for the first of these hearings which will concern Foulness (off-shore). The commission proposes at the same time to invite evidence for Stage III.'

Scope of Stage II hearings

The main purpose of the Stage II hearings is to provide an opportunity for the commission to be informed as early as possible of all the local implications which it should take into account in its further work on the short list sites. At the hearings the commission will not be advancing proposals for an airport at the particular site in question but, on the assumption that an airport might be located there, will be asking for objections, comments and representations on the local consequences.

The Stage II hearings are not ordinary planning inquiries. There will be nobody in the position of applicant for planning consent. Mr. A. J. Hunt, who is a principal planning inspector and a member of the commission, will preside.

The following provisional time table shows the proposed timing of the various phases of the procedure.

	First Site	Second Site	Third Site	Fourth Site
	Foulness	Nuthampstead	Cublington	Thurleigh
(a) Commission material published	March 4	April 1	April 29	May 28
(b) Application for leave to appear or be represented by	March 21	April 18	May 16	June 13
(c) Date of hearing of applications (if required)	March 28	April 25	May 30	July 4
(d) Meeting to discuss procedure	April 1	April 28	June 2	July 7
(e) Statements, proofs and other documents to be received not later than	April 18	May 23	June 27	August 22
(f) Start of hearings	May 5	June 9	July 14	September 8

Mr. William Rodgers to visit United States

MR. WILLIAM RODGERS, Minister of State for Aviation and Shipping, Board of Trade, left London on March 5 on a visit to the United States of America until March 13.

The Minister's visit will centre on Washington and New York, where he will have talks on subjects with which he is concerned with the State Department, the Department of Transportation, the Federal Aviation Administration, the Civil Aeronautics Board, and with United States airlines and other organizations.

With the Edwards Report (the Report of the Committee of Inquiry into the Civil Air Transport Industry) expected shortly, the Minister wishes to learn at first-hand about American systems and practices in the civil aviation field.

Report on QE2 turbines

SIR ARNOLD LINDLEY, President of the Institution of Mechanical Engineers, has reported to Mr. Anthony Wedgwood Benn, Minister of Technology, his independent assessment of the Queen Elizabeth 2 turbines, in accordance with the Terms of Reference announced by the Minister on February 10.

In his report Sir Arnold said it was expected that re-assembly of turbines in ship would be completed by March 21, over-speed tests, basin trials and inspection by the end of March, and that the ship's trials would be completed and the ship ready for handing over during the second half of April.

It was announced by Sir Basil Smallpeice, Cunard chairman, in New York, on March 3, that the liner will make her maiden voyage from Southampton to New York on May 2.

Closure of Mercantile Marine Office, Birkenhead

THE Mercantile Marine Office, Market Street, Birkenhead, will close on March 31. Business formerly transacted there will be dealt with by the Mercantile Marine Office, Cornhill, Liverpool 1, after this date.

Safety of fishermen on trawlers

MR. ANTHONY CROSLAND, President of the Board of Trade, has now received the Report of the Working Group on the Safety of Fishermen on Trawlers which was set up in August 1967, to consider and make recommendations upon measures which could be taken to reduce the number of accidents affecting trawler fishermen. The Working Group has worked independently of and without prejudice to the findings of the Committee of Inquiry into Trawler Safety which was set up under the chairmanship of Admiral Sir Deric Holland-Martin in February 1968, following the loss of three trawlers and all but one of their crews. By that time, the Working Group had already made considerable progress with the preliminary work on the preparation of a code of safe working practices. It was decided, therefore, that the Working Group should continue in existence but concentrate mainly on this aspect of its work leaving the wider issues of trawler safety to the Holland-Martin Committee.

The code of recommended safe working practices contained in the report is, therefore, its principal feature. It deals comprehensively with all aspects which are relevant to the safety of the fishermen while on board the trawler. Recommendations are made affecting the construction of new and of existing vessels in respect of such matters as hatchways, rails, stairways, ladders, main and auxiliary machinery, refrigeration plant, electrical installations, winches and tackle, and equipment. It includes numerous provisions to ensure the safety of men during fishing operations, in their ordinary movement about the vessel and in work in the machinery spaces and galley. The code is in four sections containing, respectively, recommendations which are particularly directed to Owners and Builders, to Masters and Mates, to Engineer Officers and to crew members. The report recommends that the last section should be reproduced as soon as possible in the form of a simple, attractive pamphlet for distribution to every trawler fisherman and to all new entrants.

The Working Group included representatives of all sectors of the trawling industry who pooled their experience and knowledge of what constituted good practice for the avoidance of accidents at sea and they have said that the observance of the recommendations should be regarded by all concerned in the industry as an inescapable moral obligation. They have re-inforced this by a number of proposals for safety training and for improved safety training facilities. They have also suggested the organization of Port Safety Committees and a better system of accident reporting.

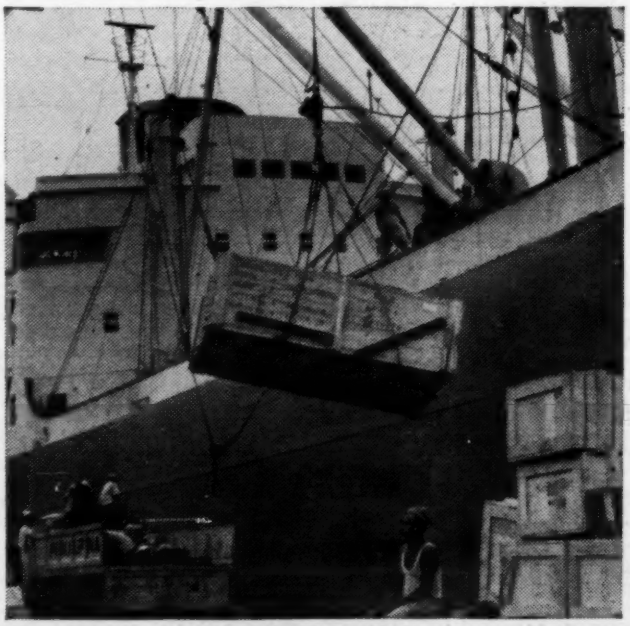
Mr. Crosland said: 'I think it is an excellent report, reflecting much credit upon those concerned in its production. Management and men should give immediate attention to the adoption of the safe working practices recommended. The other proposals made by the Working Group are being studied closely.

'Governments decisions on what action may need to be taken in the whole field of trawler safety, including the area covered by the Working Group report, will necessarily have to be taken in the light of the findings of the Holland-Martin Committee. Meanwhile the Working Group's Report and its Code of Recommended Safe Working Practices is being distributed widely in the industry for study and further discussion.'

Notes:

The membership of the Working Group included representatives of the British and Scottish Trawlers' Federations, the mutual insurance societies, the Shipbuilders and Repairers National Association, the officers' guilds, the Transport and General Workers' Union, the White Fish Authority and the Medical Commission on Accident Prevention together with officials of the Department of Employment and Productivity, the Ministry of Agriculture, Fisheries and Food, the Department of Agriculture and Fisheries for Scotland and the Board of Trade.

The Holland-Martin Committee Report is expected towards the end of April 1969.



The first shipment directly resulting from the export promotion scheme organized by the six lines of the United Kingdom/West Africa Lines Joint Service. The picture shows the scene at Apapa Quay with 14 tons of trailer parts from Taskers being discharged from 'Elmina Palm' for the Pressed Metal Works. The Joint Service set out in 1967 to establish those categories of goods where the prospects of increasing the British share were most promising. Subsequently it became clear that to operate from the United Kingdom entirely would not produce the best results. So, early in 1968 Mr. J. G. Owen, of Palm Line, toured Nigeria, Ghana and Cameroun to investigate market possibilities there. Armed with details of the products of some 30 British manufacturers, he visited a large number of merchants, agents and manufacturers' representatives in these territories to link up the manufacturers with suitable outlets.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

WEDNESDAY, FEBRUARY 26

Statutory appointments by the President

Answering a question on the number of statutory appointments within his patronage; and the number of recipients of this patronage of Scottish domicile, Mr. Anthony Crosland, President of the Board of Trade, said: 'I assume that the hon. Member has in mind appointments to statutory bodies outside the Civil Service. I am responsible for 245 current appointments. It would not be practicable to try to distinguish those holders of these appointments who are of Scottish domicile.'

United Kingdom trade figures

Mr. Edmund Dell was asked to publish in the Official Report a table showing the monthly trade balance with United States military aircraft imports included in the import figure on the same basis as other imports, and a table showing the monthly value of imports of United States military aircraft which are financed by the special credit from the Export-Import Bank of New York, on a freight on board basis. Mr. Dell answered: 'No. Extensive information relating to these aircraft is already published. The visible trade balance is not calculated including imports of these aircraft, or the exports of British engines for them. Figures for the visible balance, however, which take into account payments for these aircraft, together with figures of payments, are published quarterly in the balance of payments statistics in *Economic Trends*. I see no advantage in publishing estimates on a f.o.b. basis; but monthly figures of imports of the aircraft on a c.i.f. basis, may be derived from tables issued with the monthly trade figures.

Imports of cheese

Mr. Dell told a Member who asked to know the quantities of cheese imported from Eire during each of the last three years, that the figures were published on page 14 of the December Overseas Trade Accounts for 1967 and 1968.

Import deposits on chipboard, plywood and hardboard

A Member asked what had been the effect of import deposits on the prices of chipboard, plywood and hardboard; what plans there were to promote the increased production of these essential materials in this country; and whether until such supplies were available in sufficient quantity, these materials would be exempted from import deposits, which were generally required in the trade as raw materials. Mr. Dell replied that it was not possible to isolate effects of the import deposits but there were some indications of increases in prices of these products since November 1968. The various forms of Government assistance to industry were available to domestic manufacturers of these products. Non-availability from domestic sources was not a criterion for exemption from import deposit.

Imports of timber

Asked what was the total cost of imports of timber and processed timber in every form during 1968; and what percentage increase this represented over the 1967 figure, Mr. Dell said: '£310 million, an increase of 22 per cent over 1967. The information relates to wood, lumber, and cork (Division 24 of the Overseas Trade Accounts) and veneers, plywood boards, etc. (Group 631 of the Overseas Trade Accounts.)'

Packaging of soap and detergents

Mrs. Dunwoody told a Member who was asking about her discussions with the manufacturers on the packaging of soap powders and synthetic detergents in specified weights and for an assurance that she would not implement the proposals by the manufacturers to allow the use of a wide variety of weights and descriptions, that she was awaiting the results of discussions on other means of assisting the consumer to make value for money comparisons before reaching a decision on requiring packaging in specified weights.

Trade Descriptions Act

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked if she would take proceedings under section 2(1) of the Trade Descriptions Act in regard to those instances of goods made in Scotland which were labelled Made in England. 'I am not aware of any such instances,' said Mrs. Dunwoody. 'The duty of enforcing the Act is laid upon local weights and measures authorities, and any alleged contraventions should be brought to their notice.'

Answering questions on possible action under the Trade Descriptions Act against vendors who falsely described eggs as free range eggs, and against those who falsely described meat as quality veal, Mrs. Dunwoody said local weights and measures authorities were under a duty to enforce this legislation, and to take whatever action was appropriate when possible offences come to their attention.

Films in Scotland

A Member asked what was the total raised in Government levies from film exhibitors for distribution to film makers in each of the last three years; and what proportion of this total was raised in Scotland. Mrs. Dunwoody said: 'For years ended in October 1966 and 1967 payments to the British Film Production Fund were £4.6 million and £4.5 million respectively of which about 9 per cent in each year was raised from cinemas in Scotland. The provisional figure for the year ended October 1968 was £4.3 million; an estimate of the proportion raised in Scotland is not yet available.

Asked what proportion of the levy on film exhibitors was distributed to Scottish film makers in each of the last three years, Mrs. Dunwoody said this information was not available. The levy was distributed to makers of eligible British films. Records were not maintained in a way which would show what proportion of those films were made by Scottish film makers. No loans had been made by the National Film Finance Corporation to any film production company registered in Scotland during the last three years, said Mrs. Dunwoody in reply to another question, none had been applied for.

THURSDAY, FEBRUARY 27

Millom and Cleator Moor

Several questions on industrial development in Millom and Cleator Moor were answered by Mrs. Dunwoody. She said: 'Millom and Cleator Moor are geographically remote and the decline of employment in traditional industries has caused particular difficulties. We have recognized this by designating them special development areas. The Board of Trade encourage suitable firms to take advantage of the additional incentives available there, and we believe that there are good prospects for securing some new projects before long. An advance factory is to be built at Millom, two have already been let at Cleator Moor, a third is under construction there and a fourth will be considered as soon as the third is allocated.'

Imports of fishmeal

'Annual figures for imports of fishmeal and flour are given on page 28 of the Overseas Trade Accounts for December of each year,' said Mr. Dell, asked to give figures of the weight and value of imports of fishmeal into the United Kingdom.

National Film Finance Corporation

A member asked what Government subsidy was given each year to the National Film Finance Corporation, and was told by Mrs. Dunwoody that the Government did not give a subsidy to the Corporation. Mrs. Dunwoody was then asked what was the total profit or loss on loans made by Her Majesty's Government to the National Film Finance Corporation in each of the last five years. She answered 'I assume that the Question relates to profit or loss made by the National Film Finance Corporation in respect of the use made by the Corporation of the £6 million advanced by the Board of Trade, with the consent of the Treasury, under the Cinematograph Film Production (Special Loans) Act, 1949 as amended.

'The following figures are taken from the Corporation's Annual Reports and Statements of Accounts. Column 2 shows the total profit or loss. Column 3 shows the deficiency on interest account each year, a major part of which is attributable to the Corporation's continuing obligation to pay interest to H.M. Government on money which the Corporation regard as irretrievably lost:—

Column 1 Year to March 31	Column 2 Annual Profit or Loss per Accounts	Column 3 Loss attributable to payment of interest on money irretrievably lost
1964	(Profit) £72,864	
1965	(Loss) £149,855	£90,739
1966	(Loss) £203,717	£133,459
1967	(Loss) £369,699	£169,328
1968	(Loss) £159,098	£183,709

MONDAY, MARCH 3

Transfer of Board of Trade departments

Asked what plans were being considered at present for moving sections of the administration or research activities of his department from the London area to other parts of England or Wales within the next five years, or for establishing new centres of administration or research outside the London area within the next five years, the President said: 'At present, my Department has in progress the transfer of the Business Statistics Office to Newport, Monmouthshire, which I announced on April 5 last year. The possibility of undertaking further Board of Trade work outside London is kept under constant review, but I have no plans to announce at present.'

Idcs in Wales

Information regarding the number of industrial development certificates granted in Wales in each year from 1960 to 1968; for how many scquare feet; and the estimated additional employment, was given in *Hansard*.

Payments under LEA

In reply to a questioner, Mrs. Dunwoody said that payments under the Local Employment Acts per head of insured population in the development areas totalled £48 in Wales and £49 in England.

Monopolies and Restrictive Practices

Asked to list in the Official Report the orders made under section 10 of the Monopolies and Restrictive Practices (Inquiries and Control) Act 1948 and under section 3 of the Monopolies and Mergers Act 1965, Mr. Dell said that the following orders had been made: The Monopolies and Restrictive Practices (Dental Goods) Order 1951; The Monopolies and Restrictive Practices (Imported Hardwood and Softwood Timber) Order 1960; The Restriction of Merger (No. 1) Order 1966 and the Restriction of Merger (No. 2) Order; The Solus Petrol Order 1966, The Solus Petrol (Amendment) Order 1966 and The Solus Petrol (No. 2) Order 1966.

In many other cases, the findings of the Commission had been implemented by means of voluntary undertakings by the parties concerned. In reply to a further question, Mr. Dell said that 51 reports had been received as a result of the Acts.

Parliamentary Answers on aviation and shipping

Below are Parliamentary Answers relating to the aviation and shipping industries.

TUESDAY, FEBRUARY 25

Security at London Airport

Stating that a newspaper correspondent was able to walk on to the tarmac around an El Al Boeing 707 at London (Heathrow) airport and to enter the aircraft in the view of security guards on February 19, a Member suggested that a general direction should be given to take appropriate measures for improving security arangements at airports. Mr. William Rodgers, Minister of State, Board of Trade, said: 'No. We are satisfied that the authority is the best judge of the adequacy of its security arrangements at Heathrow, which have been extended following recent international incidents. For obvious reasons it would be inappropriate to detail the security measures recently taken.'

WEDNESDAY, FEBRUARY 26

Loans to the Cunard Company

No loan was made to the Cunard Company under the North Atlantic Shipping Act 1961, Mr. Rodgers told a Member. Mr. Rodgers also said no loan was made to the company under the Shipbuilding Credit Act 1964. Advances had only been made under the Industrial Expansion Act 1968.

Trawler safety

Asked when he expected to receive the report of the Holland Martin Committee of Inquiry into safety at sea of the trawling industry, Mr. Anthony Crosland, President of the Board of Trade, said: 'About the end of April.'

Safety of trawler fishermen

The President, asked whether he had received the Report of the Working Group on the Safety of Trawler Fishermen, said: 'Yes. I have received the Report with its attached Code of recommended safe working practices and have placed a copy in the Library. Copies are also being distributed to all those concerned in the trawling industry who should immediately consider adopting the very sensible safe working practices recommended. I should make it clear that the Working Group was established some time before the disasters of February, 1968, which led to the setting up of the Holland-Martin Committee of Inquiry. The Working Group, whilst making in its Report a number of most valuable ancillary recommendations, has concentrated its attention on the preparation of the Code itself. Government decisions on action which may need to be taken in the whole field of trawler safety, including the area covered by the Working Group's other recommendations, will necessarily have to await the receipt of the final Holland-Martin Report which may be expected about the end of April.'

Increase in air traffic

Answering a question on the estimated increase in the volume of air traffic by 1980 in the long- haul and medium range sectors throughout the world, Mr. Rodgers said the International Civil Aviation Organisation had forecast that in 1980 the volume of passenger traffic on scheduled services of airlines of Contracting States would be between 3½ and 8½ times what it was in 1967 with a middle estimate of about 5½ times. The volume of freight traffic was forecast to be between 4½ and 10½ times as much with a middle estimate of 7 times. Separate forecasts were not available for long-haul and medium-range traffic.

MONDAY, MARCH 3

Loan to Cunard

The President was asked what were the conditions of the loan to the Cunard Company of £17.6 million for which arrangements were made under the provisions of the Shipbuilding Act 1964; and what was the date on which these arrangements were finally agreed. In reply Mr. Rodgers said that in accordance with the normal procedures which applied to loans made under this Act, the money would have been advanced on delivery of the ship; interest was set at 4½ per cent and the capital would have been repayable over 10 years. The offer was accepted by the company on October 18, 1963.

Third London airport

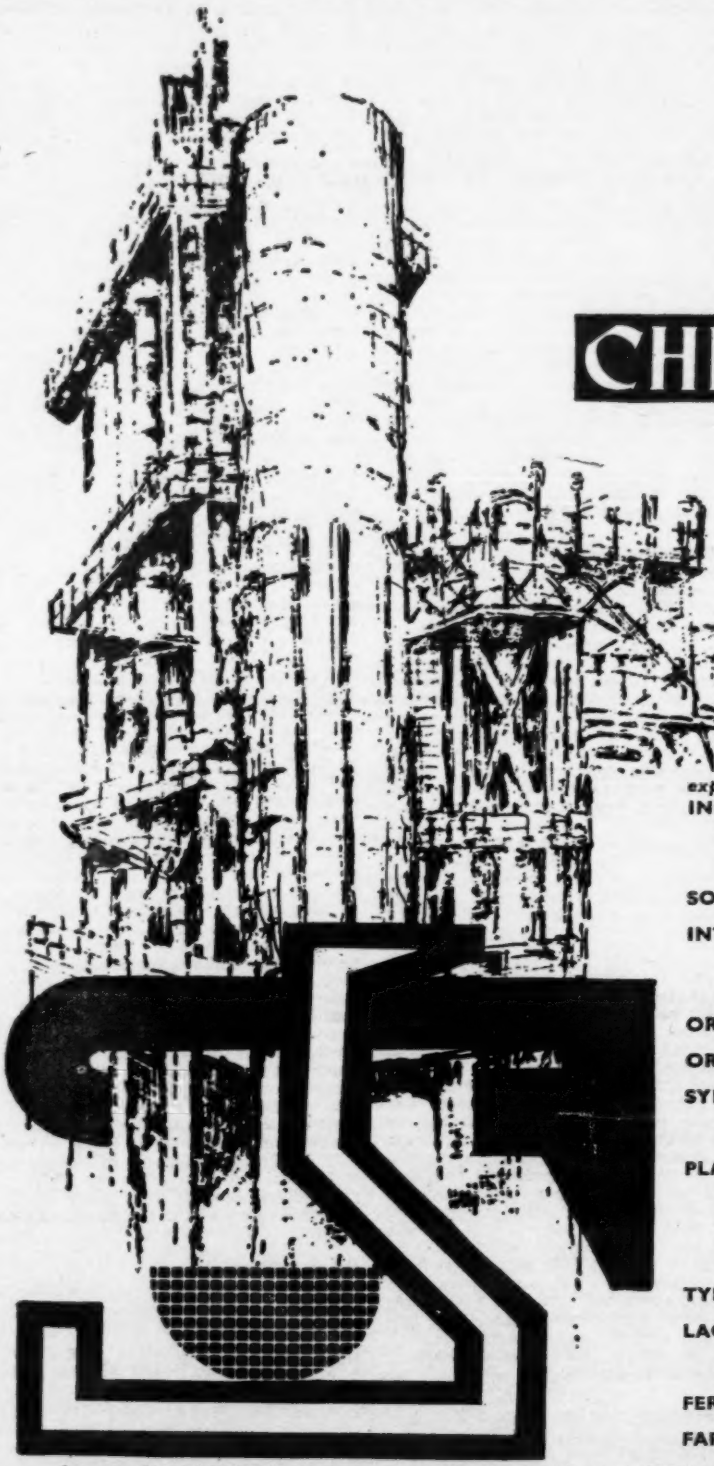
The Roskill Commission's short list of sites for the third London Airport is given on page 673 of this issue. In reply to a questioner Mr. Rodgers said that the Commission would now move to Stage II of their procedure under which public local hearings would be held into each of the sites so that views on the local implications could be made known to the Commission. It was expected that the first local hearing would be held in about two months' time.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.



CHIMIMPORT
BUCUREȘTI

CHIMIMPORT

Bucharest—Romania

10 Republicii Blvd. P.O.B. 525

Telex: **184, 185** *Telephone:* **16.06.36**

Cables: **CHIMIMPORT—Bucharest**

exports:

INORGANIC SUBSTANCES: caustic soda, soda ash, calcium carbide, ammonium bicarbonate, calcium chloride, aluminium chloride, aluminium sulphate, sodium tripolyphosphate, tribasic lead sulphate, borax hexametaphosphate, trisodium phosphate.

SOLVENTS: acetone, methanol, trichloroethylene, butanol, isobutanol.

INTERMEDIATES FOR THE ORGANIC SYNTHESIS INDUSTRY: aniline, betanaphtol, synthetic phenol, salicylic acid, caprolactam, urea, acrylonitrile, dimethyl-terephtalate, 2-ethylhexanol, cyanuric chloride.

ORGANIC ACIDS: formic acid, acetic acid, oxalic acid.

ORGANIC DYSTUFFS: for the textile leather and paper industry.

SYNTHETIC RUBBERS AND CARBON BLACKS: CAROM® synthetic rubber (butadiene styrene type) carbon blacks CARBOMET S (MPC) FURNAL R 300 (FF), REBONEX—H (HAF).

PLASTIC MATERIALS AND AUXILLIARIES: polyacetate, perchlorvinyl, polyvinyl chloride obtained by polymerization in emulsion and suspension, high pressure polyethylene, polystyrene for general use and high impact, aminoplastes and phenolic resins, tribasic lead sulphate, diisooctylphtalate (plasticizers).

TYRES AND TUBES: DANUBIANA and VICTORIA brands.

LACQUERS & PAINTS: nitro and alkyd-resin enamels, oil paints, nitro varnishes and polyester resin lacquers for furniture, baking enamels, interior—exterior flat paints, in water soluble primers.

FERTILIZERS: ammonium nitrate, urea, superphosphate, compound fertilizers.

FARMING PESTICIDES- insecticides on basis of dichlor diphenyl-trichloroethane and hexachloro cyclohexane, fungicides on basis of mercury salts, horticultural oil 2,4D)weed killer).

PHARMACEUTICALS: salicylic acid, acetil-salicylic acid, salicylates, sodium benzoate, barium sulphate (pro-Roentgen), antibiotics, GEROVITAL H3, chemical reagents etc.

TOILETRY AND PERFUMERY: soaps, toothpastes, beauty creams, makeup, eau-de-cologne, perfume etc.

For prompt information apply to the Romanian Trade Representation in London, 26 Cadogan Square S.W.1.

New Books

The Far East and Australasia 1969: A Survey and Directory of Asia and the Pacific. (1252 pages. Europa Publications Ltd., 18 Bedford Square, London, WC1. £8. This is a completely new survey and directory of South Asia, South-East Asia, East Asia, Australasia and the Pacific. The first part, in a series of feature articles by leading experts in the field, deals with such topics as recent political events, development problems, aid and investments, the religions of Asia, the primary commodities, and the international organisations. Each region has a separate section describing its physical, social and economic geography, and its main problems and characteristics. There are sections on every country in the area which include historical, geographical and economic surveys and information on the constitution and government, political parties, diplomatic representation, the judicial system, religions, finance and industry, trade and industrial organizations, transport, and the communications media. The final section is a Who's Who, giving basic bibliographical information about the prominent people in or closely associated with the regions covered by this book.

The Role of American Investment in the British Economy, by John H. Dunning. (70 pages. Published by Political and Economic Planning. Available from Research Publications, 11 Nelson Road, London, SE10, at 10s.) This broadsheet (No. 507) analyses the scope and direction of US investment in Britain. It includes two case studies of American controlled firms in the pharmaceutical and electronics industries by W. G. Jensen, an economist on the staff of the National Coal Board.

British Cases in Marketing, edited by J. S. Bingham. (183 pages. Business Books. £3.) British business has traditionally guarded its secrets with care. That is why case histories of sufficient depth and detail to avoid superficiality have been so few and far between. This book of contributions by some leading organizations in Britain helps to lift the security veil. The six cases have been selected for their individual interest, and for their diversity. They deal with the following products: puffed wheat, electricity, pharmaceuticals, liver salts, butter, and marmalade. The main problems of marketing are discussed in each case study; they include product development, brand-naming, pricing, profit-planning, advertising and promotional policy, and distribution.

Education for Management: a Review of the Diploma in Management Studies, by J. W. Platt. (115 pages plus a supplement of 48 pages. Foundation for Management Education, Management House, Parker Street, London WC2. 12s. 6d.) 'The Diploma in Management Studies is the only official award in these studies in the national system of further education. It was launched in a revised form in 1961, and forty-three colleges are authorised to offer it. These are known as the Diploma colleges. The purpose of this inquiry is to report on the progress of the diploma course during these seven years, its educational standing, and its place in the general development of management studies. The investigation has been supported and financed by the Foundation for Management Education, and has been approved by the Department of Education and Science.'

Operational Research Techniques, by Douglas White, William Donaldson and Norman Lawrie. Vol. 1. (207 pages. Business Books. £4 15s.) This book is an introduction to some operational research techniques and their application to a number of industrial problems. Its aim is to stimulate the interest of technically qualified people by identifying characteristics of certain problematic situations, and by showing how the facts, once assumed, can be integrated into a model for the purpose of investigating alternative actions. The emphasis is on the logical organization of postulated characteristics, rather than on the more difficult task of determining what the facts are. This is the first volume of a two-volume series based specifically on undergraduate courses at Strathclyde University, and the mathematical requirements are those of third-year engineering mathematics. A basic knowledge of probability is assumed, and a number of exercises have been included. There is an introductory chapter on operational research, followed by chapters on linear programming, dynamic programming, network analysis, queueing theory, inventory control, problems in defective production, and miscellaneous applications of probability theory. The course focuses on the decision element throughout, and the approach in some chapters is therefore problem-orientated.

Print at Work, by Noel Brown. (201 pages. Business Books. £2 15s.) Analyses the purpose, planning, preparation and use of printed matter for technical and industrial publicity. It covers the stages of writing and illustration (including dealing with artists' drawings, technical drawings and photographs), design and the briefing of designers, production preliminaries, printing, the distribution of brochures, etc. *Print at Work* also looks at the special requirements of various types of public relations literature, such as house journals, calendars and the 'prestige booklet'. Other chapters deal with catalogues, sales letters, specification sheets and advertising production in technical journals. The organization of a print department is analysed, and the author gives useful hints for deciding budgets and assessing results. There is a topical section on career prospects and requirements in this field, together with a selection of material for further reading.

Planning and Pricing for Decimalisation, by David S. Dunbar. (140 pages. Gower Press. £1 15s.) This book outlines the main problems likely to be encountered by manufacturers and retailers during the changeover to decimal currency. It describes the reasons for changing to a decimal currency system and the ways in which the changeover is being organized. The effect on the consumer is illustrated by the experience of similar changeovers in Australia and New Zealand. Two chapters are devoted to pricing in decimals—its problems and possible solutions. Other chapters are concerned with the reorganization of office routines and accounting procedure, the alteration of business machines, and the problems which will be encountered by retailers. The author has been studying the problems of decimalisation during the last three years and has been responsible for a number of experiments and research projects on the subject in his capacity as an Associate Director of the Decimal Currency Board's advertising agency.

The Value-Added Tax: the United Kingdom Position and the European Experience, edited by T. M. Rybczynski. (66 pages. Basil Blackwell. 15s.) This book consists of papers read at a Business Economists' Group Conference sponsored by the United Dominions Trust Ltd. The subjects of the papers cover economic aspects of a value-added tax in the United Kingdom, the value-added tax in France and Germany, and administrative problems and industrial implications of a value-added tax. 'These papers are in no sense designed to present the case for or against the value-added tax, and they cetainly cannot cover the whole field of enquiry which is needed before such a tax is introduced. They do, however, attempt to bring together in convenient form, a discussion of a number at least of the more important practical and still controversial issues surrounding the value-added tax'. – Foreword.

Taxation of Capital Gains, by Percy F. Hughes and K. R. Tingley. 2nd edition. (823 pages. Taxation Publishing Co. Ltd, 98 Park Street, London W1. £3 17s. 6d.) The first edition of this book, which was published in January, 1966, examined the law charging 'short-term' gains to income tax under Case VII of Schedule D and 'long-term' chargeable gains to capital gains tax or corporation tax. A very large volume of legislation which substantially affects capital gains tax and to a lesser degree assessment under Case VII of Schedule D has been introduced since publication of the first edition. This legislation (the Finance Acts of 1966, 1967 and 1968) and recent case law have been included in this second edition.

Competition and Controls in Banking, by David A. Alhadeff. (398 pages. University of California Press. Distributed by Cambridge University Press. £4 15s.) Government regulation of bank competition can take the form of indirect controls (e.g. merger or entry regulations) or of direct controls (e.g. rate regulations). The purpose of this volume is to explore the largely uncharted area of the possible market effects of regulating bank competition by a study based on the legal and institutional frameworks of Italy, France and England. The book consists of four parts; the first three of which deal with the regulations of bank competition in each of these countries. Each country receives a broadly similar treatment in six chapters, starting with a brief descriptive and historical introduction to its banking system, and an account of the regulation of bank concentration and of regulations affecting the conditions of bank competition. Then follows an examination of how each country's particular combination of regulations has affected the structure and operations of its banking markets – including the current-account and deposit-account markets and short-term business loans – and the ways in which the regulations on bank competition have been used to increase the effectiveness of monetary controls in the country are demonstrated. The fourth part draws upon the institutional and analytical framework of the country studies to present some international comparisons of important aspects of the regulation of bank competition and to highlight some of the key inter-relations of the regulations on banking structure and those on the conditions of bank competition. The study is based on interviews with bankers, government officials, economists and others in the countries investigated as well as published sources. It is issued in the series of Publications of the University of California Institute of Business and Economic Research.

Other Publications

BRITISH BANKING: CHANGES AND CHALLENGES. 46 pages. The Institute of Bankers, 10 Lombard Street, London EC3. 7s.

CASH TRANSACTIONS DURING THE CHANGEOVER. Decimal Currency Board. 27 pages. Available from HMSO at 1s.; by post 1s. 4d.

EUROLEC GB. POCKET GUIDE 1969: A SOURCE OF BASIC INFORMATION ON COMPANIES ACTIVE IN THE ELECTRONICS AND INSTRUMENTS INDUSTRY IN GREAT BRITAIN. Parts 1 and 2. 34 pages. David Rayner Associates, Little Waltham, Essex. £1 12s. 6d.

MANPOWER AND COMMUNICATIONS. EDC for the Chemical Industry. 4 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
Tel.: 0642 53677. Telex: 58608
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY.
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

Paint finest quality

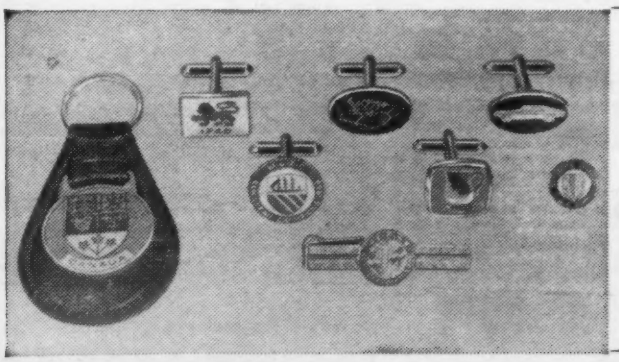
Discontinued lines from top Manufacturers. Household. Industrial. Agricultural and Marine etc. 15/- per gal. over 10 gal. at 12/6 4d. S.A.E. for brochure. Trade inquiries invited.

Paint Centre,
King St. Works, Ripon, Yorks.
Telephone : Ripon 3865

MACHINERY AND EQUIPMENT FOR QUARRIES, ENGINEERS, CONTRACTORS MECHANICAL PLANT, CONVEYING, MOTORS, FANS and GEAR BOXES, etc.

For all plant and equipment contact

WALKER & PARTNERS LTD.,
23 Claremont Crescent, Sheffield, S10 2TA
'Phone 24358-9. Telex Chamcom Sheffield 54208 for Walker Partners



BADGES . ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS – ON LEATHER & P.V.C.

MANHATTAN-WINDSOR GROUP

Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd

STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
March 11-13 .	Miscellaneous equipment and stores . .	Ordnance Storage & Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657).

Vehicle, electrical and electronic equipment and spares; radio receivers; workshop, radar, laundry and metal bodied trailers; test sets; MIKROMA 16 mm. MINIATURE CAMERAS with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; photographic equipment; generators; X-ray equipment; bearings; aircraft components and ground equipment; camp equipment; battery torches; machine tools including centre and capstan lathes; universal and horizontal milling machines; pillar and bench drills; woodworking machinery; lathe and milling tools etc.; STEEL PIPES and PIPE FITTINGS; clothing and textiles including, vests; drawers; flax and cotton duck; webbing; canvas packs; haversacks; sleeping bags;UNWORN ANKLE BOOTS; shoes; firemen's and women's clothing and equipment; ALSO large quantities of BINOCULARS by Solux, Ross, Leitz, Kershaw, Omega, Habitch, Barr & Stroud; WATCHES by Junghans, Oris, Longine, Smith; COMPASSES (pocket, underwater, marching); POCKET KNIVES.

March 18 .	Miscellaneous stores	Command Ordnance Sub Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Machine tools including, portable reciprocating saw; 3 in. Wallin portable pump set; Smart & Brown lathe; wheeled belt driven saw; 6 in. hacksawing machine; B & D $\frac{3}{8}$ in. drill; water piping and fittings; electrical and wireless equipment; scrap brass and copper; bearings; pneumatic vibrator screenboards; firemen's and firewomen's uniform and equipment; firefighting equipment; haversacks GS Mk. 7; clothing and furniture; large quantities of general stores.

March 25-27 .	Technical and miscellaneous stores . .	Regional Depot RAOC, Hereford . .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366).

Fork lift trucks; generators; charging sets; overhead gantries; fire pump trailers; concrete breakers; R209 reception sets; radio receivers; machine tools; water pumps; gasolene pumps; vices; jacks; tyres; battery chargers; auto scythes; fuel and water tanks; cable; valves; chain saws; electric drills; petrol and diesel tanks; cable; valves; chain saws; electric drills; petrol and diesel engines; small tools; MIKROMA 16 mm. MINIATURE CAMERAS with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; Microflex, aircraft and other cameras and photographic equipment; enlargers; film; bromide paper; film spools; wireless, MT and electrical and signal spares; theodolites; levels; compasses; range finders; telescopes; binoculars; wrist watches; clocks; blankets; drawers; greatcoats; ankle boots; battledress blouses and trousers; cap comforters; towels; ties; housewives; shirts; PT shorts; raincoats large quantities of vests and drawers; and other clothing; web haversacks, packs and pouches; sea kit bags; canvas holdalls; nylon tape and cord; safari kits; pillows; fold flat chairs; various tables; filing cabinets and other furniture; also a large collection of miscellaneous stores.

April 2 . .	Vehicles and miscellaneous stores . .	Auctioneers' Premises	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Vehicles including, Standard Vanguard and Ensign saloons; Morris Mini Minor and Oxford saloons and commercial vans; utility vans; Bedford Utilecons and 7-ton trucks; Brockhouse and Sankey cargo trailers; Austin 1-ton trucks; Blaw Knox excavator and ancillaries; BSA 500 c.c. motor cycles, etc.; fitters; electricians, carpenters and vehicle mechanics tool kits; oxy-acetylene welding, cutting and gouging equipment; hydraulic and trolley jacks; scrap batteries; miscellaneous MT spares; heavy duty portable electric drills; No. 19 radio stations; wireless communications spares; prismatic binoculars; high pressure lamps; generating sets; bivouac tents; blankets; mattresses; sheets; ankle boots; greatcoats; raincoats; berets; khaki flannel shirts and shorts; groundsheets; web haversacks; sea kit bags; carpets; mixed rags; clothing lockers; dressing chests; chairs and other furniture.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

BUILDING MATERIALS

Over 1,000 tons of pipe and pipe fittings, water tanks and towers and fittings (normal domestic and commercial pattern) will be offered for sale at Ministry of Defence auction sales to be held at BRANSTON, Staffs., on March 11, 12 and 13, 1969; COLCHESTER, Essex, on March 18, 1969; BARLOW, Yorks, on May 20, 1969 and BRANSTON, Staffs, on June 10, 1969. Catalogues, price 1s. 0d. (postal order only) will be available from about two weeks prior and up to date of sales, from the following auctioneers:

BRANSTON: Arnold & Son, 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.
BARLOW: Bartle & Son, 52 Merrion Street, Leeds, LS2 8JH, Yorks.
BRANSTON: Arnold & Son, 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs.

SURPLUS CLOTHING

Large quantities of SURPLUS CLOTHING including firemen's trousers, tunics and greatcoats; women's gabardine raincoats, greatcoats, jackets, skirts, wrapover overalls, waterproof leggings, webbing waist belts, shoes and peaked caps, are to be sold at Ministry of Defence auction sales at BRANSTON, Staffs, on March 11, 12 and13, 1969 and at COLCHESTER, Essex, on March 18, 1969. Catalogues, price 1s. 0d. (postal order only) obtainable from the following auctioneers:

BRANSTON: Arnold & Son, 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.

SALE BY TENDER

MACHINE TOOLS

Surface and tool and cutter grinders; capstan, turret and centre lathes; vertical miller; presses; thread grinders; engraving, slotting, sheet metal working and woodworking machines, etc. Located at Risley, Nr. Warrington, Lancs. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m., April 1, 1969.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices						at 1958 prices		
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219		Series shown in £ million		
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	106	143	146	130	+206	+113	+29	+35
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	175	203	186	+104	— 40	+10	+10
1968		139*				104		120*	189*				— 15*	+75*	+90
1967															
1st quarter	133	132	167	161	129	100	167	130	172	192	179	+ 32	— 15	— 3	+14
2nd quarter	133	133	169	162	129	100	176	137	183	200	185	+ 45	+ 8	— 3	+14
3rd quarter	134	133	173	166	132	102	174	128	173	207	190	— 25	— 11	— 4	—20
4th quarter	134	135	174	170	135	104	174	127	171	211	192	+ 59	— 22	+20	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	191	210	194	—119	—140	+ 9	+46
2nd quarter	135	138	181	170	130	102	174	125	176	216	189	+ 90	+ 58	+15	Nil
3rd quarter	138	140	184	175	134	103	176	132	194	210	184	+ 72	+ 29	+16	+ 5
4th quarter		142*				104		135*	197*				+ 38*	+34*	+39
1968															
July		140				102									
August		141				104									
September		140				102									
October		141*				103									
November		142*				106									
December		143*				104									
1969															
January						105									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,411	168	155	—404
1968	145*	129*	125·0	+4·7	120·5*	112·4	187·3	543	189		206	190	
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,419	166	160	—110
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,359	179	138	—299
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 80
4th quarter	145*	129*	127·2	+5·6	120·4*	113·1*	190·7	533	210		212	200	
1968													
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140*	126*	126·4	+5·6	119·9	113·0	188·5	551	195		211	194	
November	141*	126*	126·7	+5·2	120·4	113·1	190·4	529	211		217	207	
December	145*	129*	128·4	+5·9	120·9*	113·3*	193·3	520	225		209	198	
1969													
January			129·1	+6·2	122·0*	113·5*	193·8	506	208		208	205	
February								487*	208*				

*Provisional. †Not seasonally adjusted.

Stocks and capital expenditure in the distributive and service trades, 1967

THE ESTIMATES of stocks and capital expenditure shown in the tables below are based on information returned in the annual inquiries, which are taken under Section 1 of the Statistics of Trade Act, 1947. Short-term changes in stocks and capital expenditure are estimated from returns made voluntary each month or quarter by firms in the distributive and service trades. However, many firms, particularly the smaller ones, are unable to supply information as frequently as each month or quarter, and to correct any bias, information is obtained from a representative sample of businesses once a year.

Results

The results in Table 1 show that most industries increased their capital expenditure from the 1966 level. A notable rise was recorded for sea transport, from £98.8 million in 1966 to £140.1 million in 1967, and although capital expenditure on ships moves irregularly from year to year, this rise was largely due to the advent of larger oil tankers and the introduction of container ships. The next largest percentage rise was in banking, where capital expenditure increased from £48.8 million in 1966 to £64.4 million in 1967, and as in 1966 the major part of this increase was in new building work. Revised figures for 1966 are shown for road haulage contracting, which takes account of public corporations; only this industry and catering showed a decrease in capital expenditure.

Stocks in the wholesale trades increased in total by £47.2 million divided between wholesale distribution (£26.4 million) and dealing in other industrial materials and machinery (£18.1 million). In the catering trades stocks also increased by £5 million about the same percentage increase as for dealing in other industrial materials and machinery. These figures are shown in Table 2.

Estimates of purchases and sales of land and existing buildings are shown in Table 3, and except for dealing in coal, builders' materials, grain and agricultural supplies (wholesale and retail), cinemas, theatres, radio, etc., purchases were greater than sales. The totals for those industries shown in Table 3 are: purchases £112.7 million and sales £50.4 million.

Scope and coverage of inquiry

The figures shown in the tables, except those for cinemas, theatres, radio, etc., which relate to incorporated businesses in Great Britain, are estimates for all businesses in the United Kingdom. Returns made in the inquiry related to 'business units', that is to say, they generally covered the whole of the business of a firm or group of companies (excluding, however, any subsidiaries mainly operating overseas); where a firm or group was engaged in a number of different activities, separate returns for each main activity were required where possible.

The inquiry also covered retail distribution and the motor trades, but the figures for retail distribution depend on the results of the 1966 census of distribution and will be the subject of a separate article to be published in the *Board of Trade Journal* later this year. The motor trades inquiry is a bench mark inquiry and the results of this are not yet complete, this also will be the subject of a separate article later this year.

Year of return

Firms were asked to make returns in respect of the calendar year 1967, but if this was not their year of account a return for a business year ending on any date from April 6, 1967, to April 5, 1968, was accepted.

Description of terms used

(1) Stocks are shown at the values adopted for balance sheet purposes; they do not include the stocks of companies mainly operating abroad.

(2) Capital expenditure represents all expenditure charged to the capital asset accounts, including capital items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (e.g. fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded and so is expenditure on intangible assets such as goodwill. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g. lifts and heating systems) and expenditure on site preparation and other civil engineering work. The purchase of newly constructed buildings is also included, and so are architects' and surveyors' fees, legal charges, stamp duties, commission, etc. Expenditure on vehicles includes ships and aircraft as well as motor vehicles and is shown net, that is, after deducting amounts received from vehicles disposed of during the year. Other capital expenditure includes plant and machinery and other capital equipment (e.g. office furniture) and is also shown net.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now, For details apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Table 1. Fixed capital expenditure in certain distributive and service trades 1959-67

All businesses in the United Kingdom — current prices £ million

Standard Industrial Classification Minimum List Heading	Industry	Year	Fixed Capital Expenditure			
			New Building Work	Vehicles	Other	Total
702	Road passenger transport	1959	4·4	19·8	0·9	25·1
		1960	4·3	25·6	1·2	31·1
		1961	4·5	27·9	1·2	33·6
		1962	4·0	30·0	1·1	35·1
		1963	4·8	33·5	1·6	39·9
		1964	5·2	34·1	1·5	40·8
		1965	3·7	35·8	1·0	40·5
		1966	4·7	34·2	1·6	40·5
		1967	5·4	34·7	2·0	42·1
703	Road haulage contracting	1966	9·8	86·2	8·8	104·8
		1967	9·3	75·2	6·6	91·1
704	Sea transport	1959	0·9	160·3	(b)	161·2
		1960	0·6	161·1	(b)	161·7
		1961	0·4	131·8	(b)	132·2
		1962	1·2	105·9	(b)	107·1
		1963	1·9	82·2	(b)	84·1
		1964	1·8	121·3	(b)	123·1
		1965	4·1	96·0	(b)	100·1
		1966	3·4	95·4	(b)	98·8
		1967	3·2	136·9	(b)	140·1
810	Wholesale distribution	1959	15·6	16·5	23·8	55·9
		1960	16·1	18·7	24·4	59·2
		1961	17·8	19·3	21·4	58·5
		1962	22·1	22·6	24·0	68·7
		1963	23·2	22·1	28·1	73·4
		1964	23·7	26·6	28·2	78·5
		1965	24·1	27·9	33·4	85·4
		1966	26·1	26·2	28·6	80·9
		1967	29·4	32·1	37·3	98·8
831	Dealing in coal, builders' materials, grain and agricultural supplies (wholesale or retail)	1959	2·7	9·8	3·4	15·9
		1960	2·7	11·0	3·2	16·9
		1961	3·9	11·5	4·3	19·7
		1962	4·3	9·5	4·7	18·5
		1963	4·9	10·8	6·1	21·8
		1964	6·4	12·4	6·3	25·1
		1965	6·7	11·5	5·6	23·8
		1966	6·5	10·6	5·5	22·6
		1967	6·8	11·2	5·6	23·6
832	Dealing in other industrial materials and machinery	1959	3·0	5·4	10·0	18·4
		1960	3·2	6·3	12·3	21·8
		1961	5·0	5·4	16·0	26·4
		1962	4·5	6·3	7·6	18·4
		1963	4·6	6·3	9·2	20·1
		1964	9·9	10·5	12·4	32·8
		1965	8·6	9·1	12·7	30·4
		1966	7·7	8·7	9·7	26·1
		1967	8·4	9·1	12·0	29·5
860·1	Insurance	1959	12·1	0·8	1·4	14·3
		1960	18·5	1·0	1·7	21·2
		1961	22·7	1·1	2·1	25·9
		1962	29·9	1·2	2·5	33·6
		1963	22·4	1·2	2·3	25·9
		1964	20·2	1·1	3·6	24·9
		1965	24·7	0·8	3·9	29·4
		1966	20·5	1·6	4·2	26·3
		1967	25·7	1·7	3·9	31·3
860·2 (part)	Banking	1959	9·1	0·2	3·2	12·5
		1960	8·6	0·3	3·9	12·8
		1961	12·8	0·3	4·4	17·5
		1962	17·6	0·4	5·7	23·7
		1963	21·9	0·4	6·6	28·9
		1964	25·7	0·4	10·3	36·4
		1965	26·3	0·3	11·6	38·2
		1966	33·9	0·6	14·3	48·8
		1967	42·0	0·4	22·0	64·4
860·3 (part)	Building societies and hire purchase finance houses	1962	3·4	2·2	8·1	13·7
		1963	2·9	1·5	7·9	12·3
		1964	3·7	2·9	19·5	26·1
		1965	3·7	6·5	25·9	36·1
		1966	4·5	4·5	23·5	32·5
		1967	4·7	8·3	25·6	38·6
881	Cinemas, theatres, radio etc. (a)	1959	2·8	0·9	19·5	23·3
		1960	3·9	0·7	13·8	18·4
		1961	7·1	0·7	11·6	19·4
		1962	5·7	0·5	11·1	17·3
		1963	4·8	0·7	8·0	13·5
		1964	6·0	1·1	11·8	18·9
		1965	3·5	0·7	13·1	17·3
		1966	4·7	1·0	12·1	17·8
		1967	4·6	0·8	14·2	19·6
884	Catering (including registered clubs)	1964	57·0	5·9	24·4	87·3
		1965	48·6	6·3	24·4	79·3
		1966	48·7	5·4	26·6	80·7
		1967	50·9	5·0	21·1	77·0

(a) Incorporated businesses in Great Britain.
(b) Included under new building work.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 90 of January 10, 1969, issue.

Table 2. Stocks in the wholesale and catering trades

All businesses in the United Kingdom — £ million

Standard Industrial Classification Minimum List Heading	Industry	Year	Level of stocks at December 31
810	Wholesale distribution	1959	550·0 (b)
		1960	582·9
		1961	611·4
		1962	625·8
		1963	648·9
		1964	715·9
		1965	750·7 (b)
		1966	790·1
		1967	816·5
831	Dealing in coal, builders' materials, grain and agricultural supplies (wholesale and retail)	1959	78·8 (b)
		1960	83·2
		1961	86·3
		1962	91·5
		1963	100·0
		1964	116·7
		1965	124·8 (b)
		1966	127·7
		1967	130·4
832	Dealing in other industrial materials and machinery	1959	188·8 (b)
		1960	207·9
		1961	219·7
		1962	231·9
		1963	248·0
		1964	297·1
		1965	328·1 (b)
		1966	333·8
		1967	351·9
884	Catering trades (a)	1964	68·0 (b)
		1965	75·0
		1966	79·0
		1967	84·0

(a) Excludes those brewery companies whose stocks for their public houses are reported in the Census of Production. Also excludes registered clubs.
(b) Figure obtained in the base year inquiry. The other figures are estimates based on the stock changes reported.

Table 3. Purchases and sales of land and existing buildings

All businesses in the United Kingdom — current prices £ million

Standard Industrial Classification Minimum List Heading	Industry	Year	Purchases	Sales
702	Road passenger transport	1966	0·4	0·2
		1967	0·7	0·3
703	Road haulage contracting	1966	8·3	3·1
		1967	6·4	3·8
810	Wholesale distribution	1966	17·9	9·4
		1967	18·7	10·1
831	Dealing in coal, builders' materials, grain and agricultural supplies (wholesale and retail)	1966	3·2	3·3
		1967	3·7	4·9
832	Dealing in other industrial materials and machinery	1966	3·3	3·2
		1967	3·1	2·1
860·1, 860·2 (part), 860·3 (part)	Insurance, banking, building societies and hire purchase finance houses	1966	87·8	9·5
		1967	65·2	16·2
881	Cinemas, theatres, radio, etc. (a)	1966	0·9	2·4
		1967	0·9	4·9
884	Catering (excluding registered clubs)	1966	17·0	9·9
		1967	14·0	8·1

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Industry's capital expenditure in the fourth quarter of 1968

MANUFACTURERS' CAPITAL expenditure is provisionally estimated to have risen by 2 per cent (seasonally adjusted, 1958 prices) in the fourth quarter of 1968. This followed the increase of 5 per cent in the third quarter of last year and indicates the emergence of an upward movement in the underlying trend which, in the light of companies' forecasts provided at the end of last year, is expected to continue strongly during this year and into 1970. Investment by the distributive and service industries, excluding shipping, is provisionally estimated to have fallen slightly. The shipping industry's capital expenditure was the highest ever recorded.

The rise in manufacturing industry's investment in the fourth quarter was smaller than in the third quarter, but quarter-to-quarter movements in the series are liable to be erratic. There was a rise of 5 per cent between the third and fourth quarters in investment in plant and machinery, but a fall in expenditure on new building work.

In 1968 as a whole manufacturing industry's capital expenditure was 4 per cent below the peak in 1966. At one stage a rise was expected between 1967 and 1968, particularly in the light of manufacturers' forecasts provided at the end of 1967. In the event the ending of the downward phase of the cycle after the peak in 1966 did not take place till the middle of 1968, too late to make for any rise between the whole years 1967 and 1968.

Investment in the distributive and service trades which had been running in 1968 above the 1967 level fell slightly in the fourth quarter; the significance of this small fall is difficult to assess since the series is volatile. During the current year investment is expected to rise.

The amount of capital expenditure by the shipping industry in the fourth quarter of 1968, £72 million at 1958 prices seasonally adjusted, was exceptionally high. Investment by shipping owning firms has been rising: from a low point of £98 million (1958 prices) in 1966, it increased by about 40 per cent in 1967 and in 1968 had more than doubled its 1966 level. This growth has been largely due to increased expenditure on tankers, container shipping and bulk carriers. The figures for the fourth quarter of 1968 suggest that in a number of cases there were large payments for ships being delivered for which few, if any, progress payments had previously been recorded. These large payments raised expenditure to a record level which should, in consequence, not be regarded as reflecting the underlying level of investment at the end of the year. Revised estimates of industry's capital expenditure, taking account of late returns will be published in the *Board of Trade Journal* next month.

Revisions to figures

The results of the Annual Inquiry for 1967, which are reported on elsewhere in this issue, have been used to revise the series for the distributive and service trades; this revision affects the figures for 1968 as well as those for 1967. As the report of the Annual Inquiry for 1967 explain there has also been a revision to the 1966 figure for road haulage which affected the figures for Other Industries in Table 3 and totals elsewhere. Additionally examination of the figures contributed by iron and steel firms over recent years, partly in connection with the finalization of the 1963 Census of Production report on this industry, has resulted in revisions to figures for the metal manufacturing group of industries and consequently for manufacturing industry for the years 1963 and 1966.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

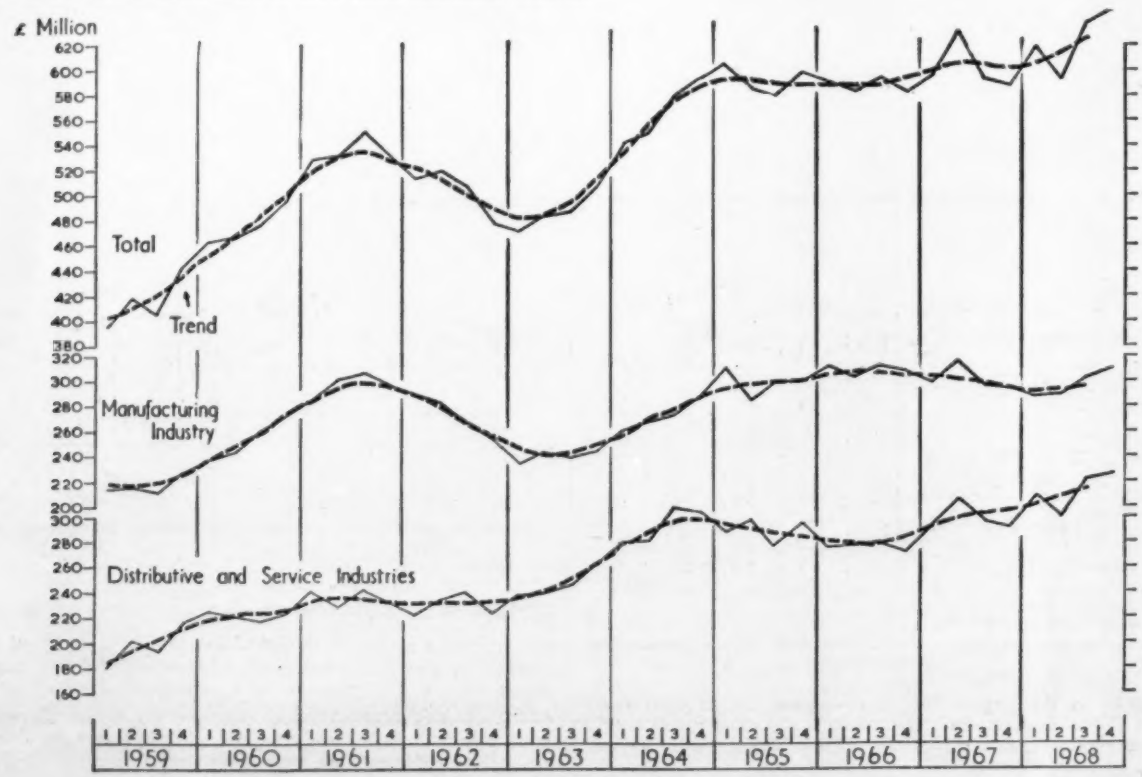


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

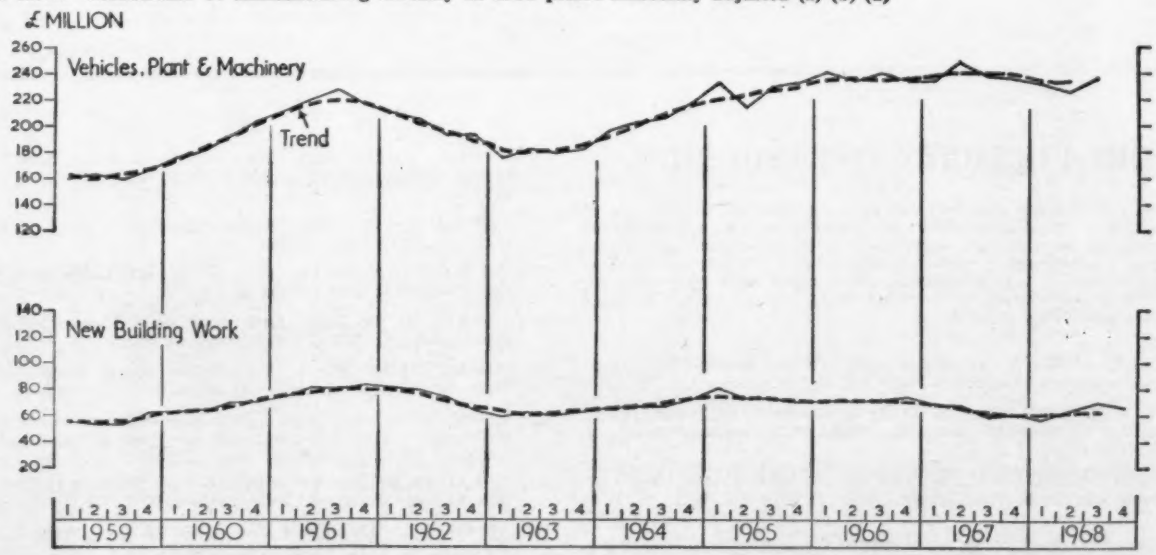
Period	ANALYSIS BY INDUSTRIAL SECTORS				ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry	Total	New building work	Vehicles	Plant and machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	105	2,021	645	386	990
1963	974	902	85	1,961	602	418	943
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,060	101	2,364	702	507	1,155
1966	1,240	1,020	98	2,358	666	513	1,179
1967	1,203	1,063	139	2,405	641	559	1,205
1968 (p)			211	2,493	626	652	1,215
1962 1st quarter	291	198	26	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	238	215	23	476	148	97	231
2nd quarter	247	221	18	486	151	100	235
3rd quarter	243	225	22	490	149	105	237
4th quarter	247	241	22	510	154	116	240
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	272	17	601	186	120	295
2nd quarter	287	265	33	585	176	134	277
3rd quarter	302	255	23	580	171	121	289
4th quarter	302	268	28	598	168	133	296
1966 1st quarter	313	256	23	592	169	126	297
2nd quarter	305	258	23	586	164	130	292
3rd quarter	313	255	28	596	166	133	297
4th quarter	309	251	24	584	167	124	293
1967 1st quarter	300	262	33	595	165	132	298
2nd quarter	315	271	44	630	165	151	314
3rd quarter	295	270	28	593	153	137	303
4th quarter	293	260	34	587	158	139	290
1968 1st quarter	288	282	47	617	154	159	304
2nd quarter	289	269	34	592	156	138	298
3rd quarter	303	275	58	636	161	170	305
4th quarter (p)			72	648	155	185	308

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of tota capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(p) = Provisional.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)



(Continued on next page)

INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles, leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New building work	Vehicles	Plant and machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	125·2	218·1	89·3	79·5	74·1	101·2	974·3	244·1	75·5	654·7
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	105·1	279·7	103·7	118·9	80·0	143·2	1,239·9	286·6	95·5	857·8
1967	173·1	70·2	176·1	107·4	272·3	103·9	98·1	78·4	123·5	1,203·0	250·1	96·6	856·3
1968 (p)										1,190·0	253·3	106·5	830·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	36·9	54·1	21·5	18·9	17·8	22·3	237·8	58·6	16·3	162·9
2nd quarter	34·1	5·9	32·5	33·8	55·4	22·8	18·9	19·0	24·6	247·0	61·9	18·7	166·4
3rd quarter	33·7	6·8	31·8	27·2	55·9	22·0	20·2	19·0	26·1	242·7	60·8	20·0	161·9
4th quarter	36·3	7·5	32·0	27·3	52·7	23·0	21·5	18·3	28·2	246·8	62·8	20·5	163·5
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	26·3	68·7	27·5	29·6	19·0	37·1	312·5	70·6	24·5	217·4
2nd quarter	37·0	10·5	50·6	24·5	71·3	25·5	31·9	19·1	34·7	305·0	70·0	24·9	210·1
3rd quarter	37·4	13·6	52·1	26·9	70·8	25·2	29·2	19·8	38·0	313·0	72·3	23·9	216·8
4th quarter	37·8	12·9	53·2	27·4	68·9	25·5	28·2	22·1	33·4	309·4	73·7	22·2	213·5
1967 1st quarter	42·8	13·2	43·4	29·6	68·2	25·0	27·0	19·4	31·8	300·4	67·3	21·7	211·4
2nd quarter	43·2	17·4	50·9	29·3	72·0	27·1	24·5	20·1	30·1	314·6	66·4	23·3	224·9
3rd quarter	43·5	19·8	37·8	26·5	67·6	25·7	22·7	20·7	30·5	294·8	58·0	25·7	211·1
4th quarter	43·6	19·8	44·0	22·0	64·5	26·1	23·9	18·2	31·1	293·2	58·4	25·9	208·9
1968 1st quarter	41·5	16·0	40·8	28·6	67·5	20·5	27·2	17·8	28·2	288·1	56·9	27·0	204·2
2nd quarter	46·3	18·7	44·4	22·8	64·2	20·9	23·9	16·3	31·9	289·4	63·5	24·8	201·1
3rd quarter	47·4	19·9	42·8	22·1	69·6	25·8	27·5	15·6	31·9	303·0	69·0	26·8	207·2
4th quarter (p)										309·5	63·9	27·9	217·7

(p) = Provisional.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261) - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (0301-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New building work	Vehicles	Plant and machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVIII Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	235
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	131	213	714	1,060	402	311	347
1966	119	189	712	1,020	376	323	321
1967	138	192	733	1,063	388	326	349
1968 (p)				1,092	369	338	385
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	36	56	181	272	103	81	87
2nd quarter	32	54	179	265	102	77	86
3rd quarter	33	53	169	255	98	75	83
4th quarter	31	52	185	268	98	79	91
1966 1st quarter	30	50	177	256	97	79	80
2nd quarter	32	46	180	258	94	82	82
3rd quarter	30	46	180	255	93	82	80
4th quarter	28	47	175	251	92	80	79
1967 1st quarter	33	48	181	262	97	78	87
2nd quarter	35	46	190	271	98	84	89
3rd quarter	35	47	188	270	94	84	92
4th quarter	35	51	174	260	99	80	81
1968 1st quarter	38	52	192	282	96	86	100
2nd quarter	32	47	190	269	92	80	97
3rd quarter	33	45	197	275	91	86	98
4th quarter (p)				266	90	86	90

(p) = Provisional.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and servics industries (excluding shipping (c)	Shipping industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,055	936	84	2,075
1964	1,216	1,107	123	2,446
1965	1,401	1,156	100	2,657
1966	1,504	1,136	99	2,739
1967	1,465	1,196	140	2,801
1968 (p)	1,503	1,274	219	2,996
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	240	219	22	481
2nd quarter	263	226	15	504
3rd quarter	264	227	22	513
4th quarter	288	264	25	577
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	290	15	638
2nd quarter	329	284	30	643
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	357	283	21	661
2nd quarter	357	282	22	661
3rd quarter	378	272	26	676
4th quarter	412	299	30	741
1967 1st quarter	354	293	29	676
2nd quarter	370	300	44	714
3rd quarter	354	291	25	670
4th quarter	387	312	42	741
1968 1st quarter	342	322	41	705
2nd quarter	355	312	34	701
3rd quarter	379	309	55	743
4th quarter (p)	427	331	89	847

(p) = Provisional.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Industry's stocks in the fourth quarter of 1968

PROVISIONAL ESTIMATES suggest that manufacturers', wholesalers' and retailers' stocks rose by similar amounts during the fourth quarter of 1968 to give a total increase in industry's stocks of £111 million at 1958 prices seasonally adjusted.

The rise of £38 million, at 1958 prices, in manufacturers' stocks was made up of rises in holdings of materials and fuel and finished goods of £25 million and £30 million respectively, with a drop of £17 million in work in progress. The increase in total manufacturers' stocks was accompanied by a larger increase in manufacturers' production, thus causing a fall in the stocks/production ratio.

Wholesalers' stocks showed a significant rise of £34 million at 1958 prices, and this was accompanied by a rise of £39 million in retailers' stocks; one of the largest recorded for this series.

Over 1968 as a whole, industry's stocks are estimated to have increased by £149 million at 1958 prices. Manufacturers' stocks showed a small fall of £15 million – the moderate increases recorded in the last three quarters being more than balanced by the abnormally large fall shown in the first quarter. In contrast to the negative stock-building of manufacturers, stocks of distributors rose substantially. At £90 million (1958 prices) retailers' stock-building was the highest annual figure ever recorded, due to the unusually high first and fourth quarter figures, while increases were shown in every quarter for wholesalers' stocks giving a total yearly rise of £75 million, a figure exceeded only by that for 1964.

The series for wholesalers' stocks has been revised to take account of the results of the Annual Inquiry into the Distributive and Service Trades for 1967, which is reported on elsewhere in this issue. Figures for the first three quarters of 1968 of manufacturing industry's stocks have been revised to take account of late returns not previously included.

Changes in industry's stocks at 1958 prices seasonally adjusted

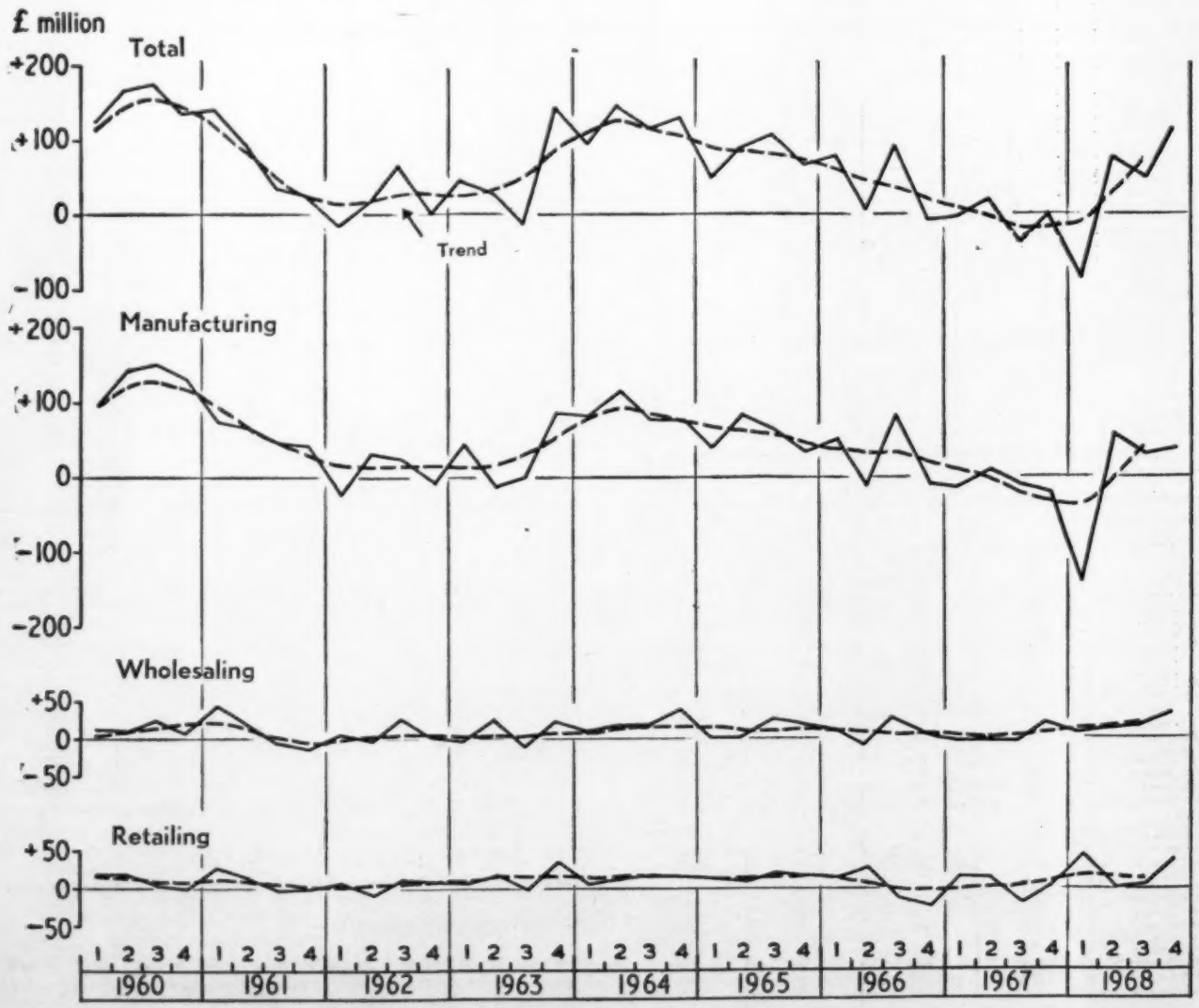


Table 1. Changes in industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1968	6,468	1,179	1,282	8,929
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+21	+14	+ 57
1963	+113	+29	+55	+196
1964	+354	+79	+47	+479
1965	+217	+42	+43	+302
1966	+129	+30	+ 6	+164
1967	— 40	+10	+10	— 20
1968	— 15	+75	+90	+149
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+166
3rd quarter	+148	+23	+ 2	+174
4th quarter	+130	+ 6	— 1	+135
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 40	—15	— 2	+ 23
1962 1st quarter	— 24	+ 2	+ 5	— 16
2nd quarter	+ 29	— 6	—10	+ 13
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	— 1	+ 8	— 2
1963 1st quarter	+ 43	— 4	+ 3	+ 42
2nd quarter	— 14	+22	+18	+ 26
3rd quarter	N/C	—11	— 1	— 12
4th quarter	+ 84	+22	+35	+140
1964 1st quarter	+ 80	+ 9	+ 3	+ 92
2nd quarter	+118	+14	+12	+144
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+37	+15	+130
1965 1st quarter	+ 39	N/C	+ 9	+ 48
2nd quarter	+ 82	N/C	+ 3	+ 85
3rd quarter	+ 61	+26	+17	+105
4th quarter	+ 35	+17	+14	+ 66
1966 1st quarter	+ 50	+10	+19	+ 79
2nd quarter	— 11	—10	+26	+ 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	+ 4	—24	— 9
1967 1st quarter	— 15	— 3	+14	— 4
2nd quarter	+ 8	— 3	+14	+ 20
3rd quarter	— 11	— 4	—20	— 36
4th quarter	— 22	+20	+ 2	N/C
1968 1st quarter	—140	+ 9	+46	— 85
2nd quarter	+ 58	+15	N/C	+ 73
3rd quarter	+ 29	+16	+ 5	+ 50
4th quarter	+ 38	+34	+39	+111

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1968	878	623	497	3,128	658	685	6,468	2,251	2,416	1,802
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1961	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+19	N/C	—22	+ 9	—34	—12	— 40	— 41	+ 32	— 31
1968							— 15	+ 2	— 28	+ 11
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 40	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 29
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+ 10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 6	— 6	—11	+ 1	— 15	— 15	+ 7	— 7
2nd quarter	+ 1	—16	— 2	+ 34	— 6	— 3	+ 8	— 14	+ 1	+ 21
3rd quarter	+15	+23	— 8	— 33	+ 3	—10	— 11	— 7	+ 10	— 15
4th quarter	— 3	— 7	— 5	+ 14	—20	N/C	— 22	— 5	+ 13	— 30
1968 1st quarter	+11	—22	— 3	— 99	—15	—12	—140	— 24	— 32	— 84
2nd quarter	+ 1	+29	+10	— 6	+12	+13	+ 58	+ 15	+ 2	+ 40
3rd quarter	—11	+19	+11	— 1	+ 6	+ 4	+ 29	— 15	+ 18	+ 25
4th quarter							+ 38	+ 25	— 17	+ 30

(Continued on next page)

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers (a) (f)

£ million

Period	SIC MLH 810 General wholesale distributors	SIC MLH 831 Dealers in coal, builders' materials, etc.	SIC MLH 832 Dealers in indsurtial materials and machinery	Total wholesalers
Level of stocks at December 31, 1968	747	115	317	1,179
1960	+26	+ 4	+18	+48
1961	+26	N/C	+10	+36
1962	+ 4	+ 4	+14	+21
1963	+13	+ 4	+11	+29
1964	+38	+12	+29	+79
1965	+17	+ 5	+21	+42
1966	+22	N/C	+ 8	+30
1967	+ 4	N/C	+ 5	+10
1968				+75
1960 1st quarter	+10	— 1	+ 3	+11
2nd quarter	+ 8	+ 2	— 2	+ 8
3rd quarter	+17	+ 2	+ 4	+23
4th quarter	— 9	+ 2	+13	+ 6
1961 1st quarter	+37	N/C	+ 6	+43
2nd quarter	+ 8	+ 3	+ 7	+17
2nd quarter	— 1	— 1	— 6	— 9
4th quarter	—17	— 1	+ 3	—15
1962 1st quarter	— 1	N/C	+ 3	+ 2
2nd quarter	—13	+ 2	+ 5	— 6
3rd quarter	+17	N/C	+10	+26
4th quarter	+ 1	+ 2	— 4	— 1
1963 1st quarter	— 3	+ 2	— 4	— 4
2nd quarter	+11	+ 3	+ 8	+22
3rd quarter	—15	— 5	+ 9	—11
4th quarter	+19	+ 4	— 1	+22
1964 1st quarter	N/C	+ 4	+ 5	+ 9
2nd quarter	+ 4	+ 1	+ 9	+14
3rd quarter	+ 4	+ 6	+ 9	+19
4th quarter	+30	+ 1	+ 6	+37
1965 1st quarter	— 5	N/C	+ 4	N/C
2nd quarter	— 2	— 1	+ 3	N/C
3rd quarter	+16	+ 1	+10	+26
4th quarter	+ 8	+ 5	+ 4	+17
1966 1st quarter	+ 9	+ 4	— 2	+10
2nd quarter	—10	N/C	— 1	—10
3rd quarter	+23	— 4	+ 7	+25
4th quarter	N/C	N/C	+ 4	+4
1967 1st quarter	—13	+ 2	+ 8	— 3
2nd quarter	+ 4	— 5	— 2	— 3
3rd quarter	— 4	+ 1	— 1	— 4
4th quarter	+18	+ 2	N/C	+20
1968 1st quarter	+12	+ 4	— 7	+ 9
2nd quarter	+ 6	+ 3	+ 6	+15
3rd quarter	+16	— 2	+ 3	+16
4th quarter				+34

Table 4. Changes in the value of stocks (at book values) held by manufacturers and distributors (a)

£ million

Period	Manufacturing (b)	Wholesaling (c)	Retailing (d)	Total (e)
Level of stocks at December 31, 1968	8,179	1,435	1,562	11,176
1960	+591	+ 56	+ 44	+690
1961	+312	+ 43	+ 61	+416
1962	+ 78	+ 32	+ 45	+155
1963	+250	+ 48	+ 63	+360
1964	+593	+133	+ 90	+815
1965	+489	+ 74	+ 66	+628
1966	+365	+ 48	+ 44	+458
1967	+ 69	+ 47	+ 21	+137
1968	+385	+136	+179	+700
1960 1st quarter	+124	+ 7	+ 68	+199
2nd quarter	+178	+ 18	+ 15	+211
3rd quarter	+127	+ 53	— 19	+161
4th quarter	+161	— 22	— 20	+119
1961 1st quarter	+110	+ 45	+ 69	+224
2nd quarter	+102	+ 19	+ 36	+157
3rd quarter	+ 46	+ 15	— 10	+ 52
4th quarter	+ 54	— 36	— 34	— 17
1962 1st quarter	+ 9	+ 7	+ 60	+ 76
2nd quarter	+ 28	+ 4	— 1	+ 32
3rd quarter	+ 12	+ 40	— 1	+ 51
4th quarter	+ 29	— 19	— 13	— 3
1963 1st quarter	+ 69	— 6	+ 56	+119
2nd quarter	+ 4	+ 23	— 6	+ 20
3rd quarter	+ 16	+ 23	— 13	+ 27
4th quarter	+161	+ 8	+ 26	+195
1964 1st quarter	+138	+ 15	+ 55	+208
2nd quarter	+185	+ 32	+ 13	+230
3rd quarter	+116	+ 65	+ 7	+187
4th quarter	+154	+ 21	+ 15	+191
1965 1st quarter	+124	+ 2	+ 69	+195
2nd quarter	+153	+ 14	— 5	+162
3rd quarter	+108	+ 62	+ 2	+172
4th quarter	+104	— 4	N/C	+ 99
1966 1st quarter	+162	+ 7	+ 81	+250
2nd quarter	+138	+ 10	+ 25	+173
3rd quarter	+ 69	+ 51	— 23	+ 97
4th quarter	— 4	— 20	— 39	— 62
1967 1st quarter	— 14	— 16	+ 66	+ 36
2nd quarter	+ 18	+ 1	+ 7	+ 26
3rd quarter	+ 18	+ 29	— 41	+ 6
4th quarter	+ 48	+ 33	— 11	+ 70
1968 1st quarter	+ 10	+ 23	+114	+147
2nd quarter	+150	+ 29	+ 29	+208
3rd quarter	+115	+ 54	— 7	+162
4th quarter	+111	+ 29	+ 43	+183

Notes relating to Tables 1-4:
(a) The estimates are show to the nearest £ million, but should not be regarded as accurate to this degree.
(b) 1958 Standard Industrial Classification Orders III-XVI.
(c) 1958 S.I.C. Minimum List Headings 810, 831, 832.
(d) 1958 S.I.C. Minimum List Headings 820.
(e) 1958 S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **8s. 6d.** (*by post* 9*s.* 4*d.*). Annual Subscription **£5 12s.** including postage and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 5. The relationship of manufacturers' stocks to manufacturing production

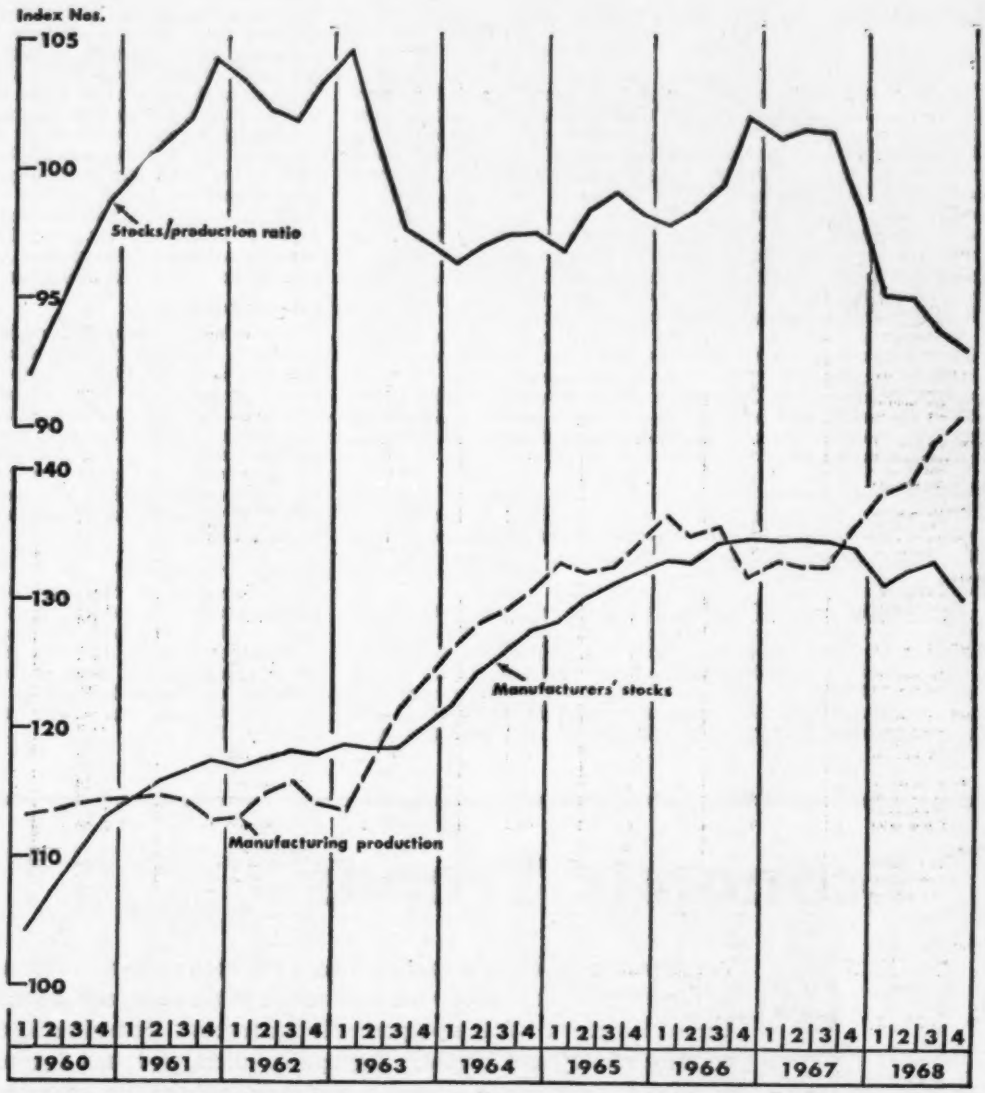
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted: Stock levels (at 1958 prices) (1)	Production (with 1958) net output weights) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	98·9
	3	100	102	98·0
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·4
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	134	133	101·2
	2	135	133	101·6
	3	134	133	101·4
	4	134	136	98·7
1968	1	131	138	95·2
	2	132	139	95·0
	3	133	142	93·7
	4	134	144	93·0

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Retail sales in January

THE VOLUME of retail sales in the three months ended January 1969 was, after seasonal adjustment, about one and a half per cent higher than in the immediately preceding period of three months (2 per cent in rounded terms). This rate of increase was about the same as was recorded between the third and fourth quarters of last year. In each case the level of sales in November, which is now seen to have been markedly high, has influenced the size of the increase. The continued buoyancy shown by the three months comparison was largely due, taking account of seasonal factors, to increased sales by food shops and by clothing and footwear shops; the sales of durable goods shops remained, on average, about the same as in the previous period of three months.

In January itself the seasonally adjusted index of the volume of retail sales was 105 (1966=100). The index has fluctuated considerably in recent months – from an average of 103 in the third quarter, maintained in October, to 106 in November, followed by 104 in December and now 105 in January – and it is difficult to attach significance to recent month-to-month changes as a guide to the underlying trend.

Value of sales

The value of sales in January was 6 per cent higher than in January 1968 but, taking price increases into account, the volume of sales was about the same as a year earlier.

Food shops

The value of sales of food shops increased by 9 per cent between January 1968 and January 1969 (by 4 per cent in volume terms, that is, after taking account of price changes). This was a rather higher rate of increase than had been recorded towards the end of last year. Most kinds of food shops contributed towards this large increase but the 20 per cent rise in the turnover of off-licences between January 1968 and January this year was conspicuously large. Prices of alcoholic drinks are estimated to have risen about 8 per cent in this period and the real increase in the volume of business appears to have come from new developments among multiple retailers.

Clothing and footwear shops

The sales of clothing and footwear shops, as shown by the seasonally adjusted indices, have been buoyant in recent months. For the three months ended January 1969 sales, on a seasonally adjusted basis, were 6 per cent higher than in the immediately preceding period of three months. Compared with sales in January 1968 (which were high) sales in January 1969 showed an increase of 5 per cent in value terms, of which about 3 per cent was accounted for by rises in prices.

Sales of women's wear shops increased by 7 per cent between January 1968 and January 1969, a slightly greater increase on a year earlier than had been experienced towards the end of last year. Footwear shops showed a smaller increase (3 per cent) than that recorded for the last quarter of 1969 but sales in January 1968 were exceptionally high in this group of shops. Men's wear shops also showed a smaller increase in sales on a year earlier compared with their experience throughout 1968.

Durable goods shops

The value of sales of durable goods shops, as shown by the seasonally adjusted indices, was 1 per cent higher in the three months November 1968 to January 1969 than in the immediately preceding period of three months. Higher prices almost wholly accounted for this small increase.

Between January 1968 and January 1969 most kinds of business in this group showed a fall in the value of their sales, which was not unexpected in view of the exceptionally high level of sales at the beginning of 1968. Radio and television rental specialists continued, however, to record increases, compared with a year earlier, in their takings.

Other non-food shops

The increases in the sales of mail order businesses and of department stores between January 1968 and January this year were much in line with the corresponding increases at the end of last year. Sales of chemists and of booksellers, stationers were rather more buoyant. Sales of jewellers recorded an increase compared with a year earlier smaller than those which had been shown throughout 1968 but their sales were exceptionally high in January 1968.

Economic Trends

A companion publication to the above, it has been prepared to meet the needs of those who want to follow the main trends of the economic situation in the United Kingdom. For this purpose it brings together the main statistical series covering employment, output, consumption, prices, trade and finance, in addition to an article on some aspect of these statistics. For each subject a short table gives the latest figures and a chart shows the way the figures have moved over the past few years. It provides material in a highly concentrated form from which the business executive, economist or journalist can make his own rapid assessment of the general economic situation.

Price **8s.** (*by post* 8*s.* 8*d.*) Annual subscription **£5 4s.** including postage

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
4th quarter	104	104	104
1968 3 months – August to October	103	103	103
3 months – November to Jan. 1969	105	105	105
Percentage change	+2	+2	+2
1968 July	102	101	103
August	104	102	106
September	102	103	102
October	103	103	102
November	106	106	106
December	104	104	104
1969 January	105	104	105

Table 2. Value of retail sales seasonally adjusted (*)

Index number of value of sales per week (current prices) (a)

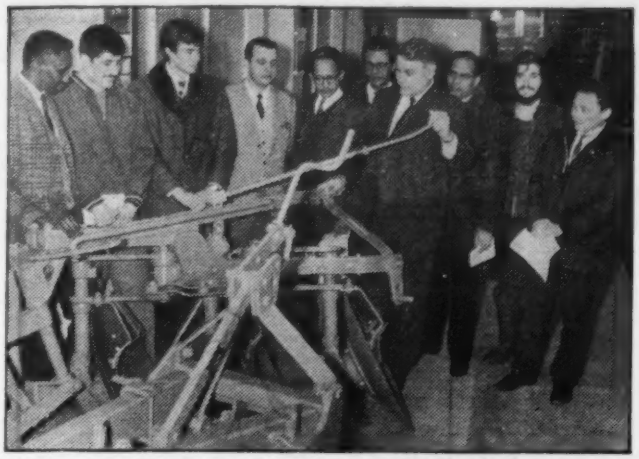
	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
4th quarter	111	112	110	108	112	111
1968 3 months – August to October	109	109	109	106	111	110
3 months – November to January 1969	113	113	112	112	112	112
Percentage change	+3	+3	+3	+6	+1	+2
1968 July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108
October	109	111	108	102	113	111
November	112	113	112	113	112	112
December	112	113	111	111	111	111
1969 January	114	113	114	114	114	113

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(†) Including department stores and mail order businesses.
(‡) Revised figures.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery 10 *a.m. to* 1 *p.m. Saturdays.*



Nine post-graduate students from seven different overseas countries are seen inspecting a disc plough at the Ipswich works of Ransomes Sims & Jefferies. They come from the Philippines, Iran, Brazil, Sudan, Peru, Japan and Ceylon, and are on a Tropical Farm Mechanization Course at the National College of Agricultural Engineering at Silsoe, Bedfordshire. One day was spent at Ransomes and with them (fourth from the right) is Mr. J. C. H. Richman, marketing director for Ransomes farm machinery activities.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

January – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969.

1966 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	
ALL KINDS OF BUSINESS	105 + 6	105 + 4	108 + 9	102 + 6
FOOD SHOPS	111 + 9	107 + 6	122 +14	105 + 9(f)
Grocers	112 +10 (f)	106 + 5	126 +16	105 +11
Butchers	115 + 7	..	..	..
Greengrocers, fruiterers	91 + 3	91 + 3	98 + 8	81 — 3
Fishmongers, poulterers	102 + 3	..	..	..
Bread and flour confectioners	107 +10(g)	106 + 7	108 +16	..
Off-licences	116 +20	109 +11	122 +28	..
Dairymen	112 + 5	..	..	112 + 5
NON-FOOD SHOPS	101 + 3	..	..	..
Clothing and footwear shops	99 + 5	104 + 3	97 + 8	83 Nil
Footwear shops	94 + 3	98 + 1	93 + 5	78 — 2
Men's and boys' wear shops	106 + 3	99 Nil	115 + 4	82 Nil
Women's, girls' and infants' wear, drapery and general clothing shops	98 + 7	106 + 4	92 +11	85 + 1
Large (c)	—	120 + 6	—	—
Medium (c)	—	118 + 6	—	—
Small (c)	—	97 + 3	—	—
Durable goods shops	112 — 4	112 — 2	115 — 5	94 —12
Furniture shops	105 — 4	108 — 4	98 — 5	—
Large (c)	—	113 — 3	—	—
Medium and small (c)	—	106 — 4	—	—
Other durable goods shops	120 — 3	118 Nil	121 — 5	—
Electricity showrooms	144 — 5	—	144 — 5	—
Gas showrooms	91 —12	—	91 —12	—
Radio and television rental specialists	..	..	138 + 8	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	117 — 6	—	—	—
Miscellaneous non-food shops (b)	96 + 5	..	..	..
Confectioners, tobacconists, newsagents	100 + 4	99 + 4	103 + 5	—
Booksellers, stationers	..	114 +11	..	—
Chemists, photographic goods dealers (d)	101 + 9	102 + 7	100 +13	92 + 6
Jewellers	89 + 4	90 + 3	85 + 7	—
Leather goods, sports goods, toys and fancy goods shops	82 + 9	..	..	—
Ironmongers and hardware shops	98 + 4	100 + 4	83 — 3	—
Other miscellaneous non-food shops	—	88 + 1	—	—
Department stores	117 + 4	—	—	—
Mail order businesses	82 + 7	—	—	—

(*Continued on next page*)

RETAIL SALES, *continued*

1966=100

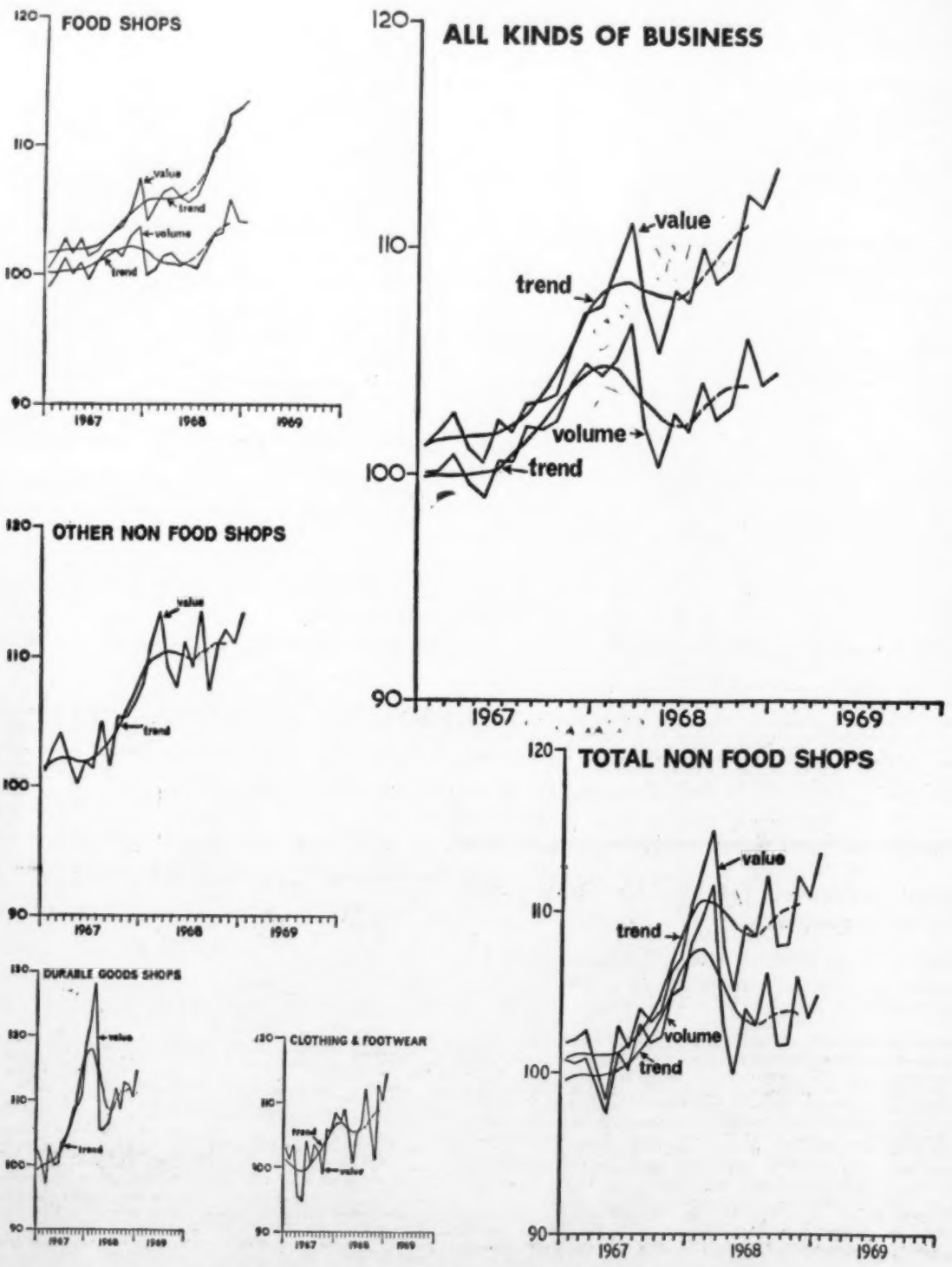


Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)		Food shops (£4,952)		Non-food shops									
					Total (£6,420)		Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value	Volume*	Value	Volume*	Value	Volume*										
1967 Year	103 + 3	101 + 1	103 + 3	101 + 1	103 + 3	102 + 2	102	+ 2	104	+ 4	103	+ 3	104	+ 4	106	+ 6
1968 Year	109 + 6	104 + 2	108 + 5	102 + 1	110 + 7	105 + 3	107	+ 6	113	+ 9	110	+ 7	112	+ 8	115	+ 8
1967 1st quarter	94 + 3	93 Nil	100 + 4	99 + 1	90 + 2	88 — 1	84	+ 2	94	— 2	91	+ 3	88	+ 1	93	+ 5
2nd quarter	98 + 1	97 — 1	101 + 2	99 Nil	96 Nil	95 — 2	97	— 1	94	— 1	96	+ 1	93	Nil	101	+ 6
3rd quarter	100 + 3	98 + 2	100 + 2	99 + 2	99 + 3	98 + 2	97	+ 2	102	+ 5	101	+ 2	99	+ 4	91	+ 4
4th quarter	120 + 5	118 + 4	111 + 4	108 + 2	127 + 6	125 + 6	129	+ 4	125	+12	123	+ 5	135	+ 8	140	+ 8
1968 1st quarter	101 + 7	98 + 5	103 + 4	99 + 1	99 +10	97 + 9	89	+ 6	116	+24	97	+ 7	100	+14	102	+10
2nd quarter	104 + 6	99 + 2	106 + 4	100 + 1	103 + 7	98 + 3	104	+ 6	99	+ 5	104	+ 9	99	+ 7	109	+ 8
3rd quarter	106 + 6	100 + 1	105 + 5	100 Nil	106 + 7	100 + 2	102	+ 6	108	+ 6	109	+ 8	107	+ 8	95	+ 5
4th quarter	126 + 5	118 Nil	117 + 6	110 + 2	133 + 5	125 Nil	135	+ 5	128	+ 2	130	+ 5	141	+ 5	151	+ 8
1968 November	118 + 7	111 + 2	113 + 7	107 + 3	122 + 6	115 + 1	120	+ 7	126	+ 3	114	+ 6	131	+ 7	163	+11
December	145 + 4	135 — 1	128 + 5	118 + 1	158 + 4	148 — 1	169	+ 5	136	Nil	160	+ 5	170	+ 2	149	+ 8
1969 January	105 + 6	97 Nil	111 + 9	102 + 4	101 + 3	93 — 3	99	+ 5	112	— 4	96	+ 5	117	+ 4	82	+ 7

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops								Clothing and footwear shops			
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners(g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967 Year	103	+ 3	101	+ 1	101	+ 1	99	— 1	104	+ 4	106	+ 6	104	+ 4	102	+ 2	100	Nil	102	+ 2
1968 Year	109	+ 6	105	+ 4	99	— 2	99	Nil	111	+ 6	116	+10	109	+ 5	106	+ 4	106	+ 5	108	+ 6
1967 1st quarter	100	+ 4	102	+ 2	96	+ 4	100	+ 2	100	+ 4	87	+ 7	102	+ 3	81	+ 3	87	Nil	84	+ 2
2nd quarter	101	+ 2	98	+ 2	111	— 2	99	— 3	103	+ 3	87	+ 4	105	+ 5	102	— 3	97	— 3	97	Nil
3rd quarter	101	+ 3	96	— 1	103	+ 1	94	— 3	104	+ 4	91	+ 6	104	+ 5	99	+ 3	97	+ 2	96	+ 2
4th quarter	111	+ 4	110	+ 3	93	Nil	103	Nil	110	+ 6	157	+ 5	108	+ 5	125	+ 5	121	+ 2	132	+ 4
1968 1st quarter	104	+ 4	106	+ 3	93	— 3	99	— 1	105	+ 5	97	+11	108	+ 6	84	+ 3	93	+ 6	89	+ 6
2nd quarter	107	+ 5	101	+ 3	107	— 3	100	+ 1	111	+ 8	92	+ 6	107	+ 2	106	+ 4	102	+ 5	104	+ 7
3rd quarter	107	+ 6	100	+ 5	102	Nil	95	+ 1	111	+ 7	100	+ 9	109	+ 5	103	+ 3	102	+ 5	102	+ 6
4th quarter	119	+ 7	114	+ 4	93	Nil	103	Nil	116	+ 5	175	+12	113	+ 5	132	+ 5	125	+ 4	138	+ 5
1968 November	116	+ 8	110	+ 6	88	— 1	102	+ 2	114	+ 6	136	+22	113	+ 5	122	+10	114	+ 5	121	+ 6
December	127	+ 6	123	+ 2	102	— 1	105	— 3	120	+ 5	262	+10	115	+ 5	156	+ 3	160	+ 5	176	+ 5
1969 January	112	+10	115	+ 7	91	+ 3	102	+ 3	107	+10	116	+20	112	+ 5	94	+ 3	106	+ 3	98	+ 7

Sales in 1966 – provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists§ (£109)		Radio and electrical goods, etc., shops (e) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers(d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967 Year	100	Nil	116	+16	108	+ 8	109	+ 9	108	+ 8	103	+ 3	105	+ 5	103	+ 3	104	+ 4	102	+ 2	102	+ 2	103	+ 3
1968 Year	106	+ 6	140	+21	116	+ 7	121	+11	118	+ 9	108	+ 6	112	+ 8	111	+ 8	117	+12	110	+ 7	109	+ 6	108	+ 5
1967 1st quarter	89	— 5	99	+ 8	98	+ 4	110	+ 5	96	Nil	97	+ 4	97	+ 4	87	+ 1	79	+ 1	72	+ 3	95	+ 2	98	+ 2
2nd quarter	93	— 6	104	+10	99	+ 5	103	+ 6	91	+ 2	98	+ 1	88	+ 5	96	+ 1	83	— 1	83	— 2	99	Nil	105	+ 1
3rd quarter	98	— 1	116	+19	111	+10	107	+10	104	+10	103	+ 2	96	+ 5	105	+ 3	97	+ 1	103	+ 1	101	+ 2	96	+ 3
4th quarter	118	+ 9	143	+24	124	+13	115	+16	140	+17	114	+ 4	137	+ 4	123	+ 5	158	+11	151	+ 5	116	+ 5	113	+ 6
1968 1st quarter	106	+19	154	+56	128	+31	127	+15	122	+27	100	+ 3	105	+ 8	95	+ 9	102	+28	76	+6	101	+ 7	104	+ 6
2nd quarter	99	+ 6	110	+ 6	101	+ 3	109	+ 6	96	+ 6	106	+ 8	93	+ 6	104	+ 8	92	+11	90	+ 9	107	+ 9	113	+ 8
3rd quarter	101	+ 3	137	+18	112	+ 1	119	+11	111	+ 6	111	+ 8	105	+10	113	+ 7	106	+ 9	111	+ 8	106	+ 5	100	+ 4
4th quarter	118	Nil	159	+12	121	— 2	127	+11	143	+ 2	117	+ 3	147	+ 7	131	+ 6	168	+ 6	162	+ 8	121	+ 5	115	+ 1
1968 November	118	+ 1	160	+12	134	— 2	131	+ 6	130	+ 5	109	+ 3	136	+ 8	109	+ 7	119	+ 7	114	+ 9	113	+ 6	105	+ 5
December	122	— 2	151	+ 2	105	+ 1	124	+13	167	— 1	134	+ 3	183	+ 7	170	+ 5	257	+ 4	252	+ 7	137	+ 4	133	+ 1
1969 January	105	— 4	144	— 5	91	—12	138	+ 8	117	— 6	100	+ 4	114	+11	101	+ 9	89	+ 4	82	+ 9	98	+ 4	88	+ 1

* Average 1966 prices. ‡Independent retailers only. †Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1969 sales was the four weeks from December 29, 1968 to January 25, 1969 the corresponding period in 1968 was from December 31, 1967 to January 27, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in January

IN THE THREE MONTHS ended January, instalment credit extended by finance houses and the instalment credit sales of durable goods shops, after making allowance for seasonal factors, were on average, respectively 8 per cent and 5 per cent less than the average levels in the preceding four month period; these reductions have followed the imposition of tighter hire purchase restrictions in November 1968.

As a result, on a seasonally adjusted basis, debt outstanding to finance houses and durable goods shops rose only by £3 million in the three month period, compared with a rise of £18 million in the preceding period of four months; the monthly figures recorded an increase of £8 million in November followed by no change in December and a fall of £5 million in January 1969.

Finance houses

New credit extended by finance houses in January was 17 per cent lower than in January 1968, a fall a little greater than that recorded in the last quarter of 1968 compared with a year earlier. Business in the last quarter of 1967 and in January 1968 was, however, at a high level.

Credit extended for new and used cars was 36 per cent and 20 per cent respectively lower than in January 1968; these falls reflect the exceptionally high level of car sales in January 1968. There were also varying decreases on a year earlier, in new credit business for motor cycles, caravans and in some other categories of finance house business.

Debt owed to finance houses at the end of January, on a seasonally adjusted basis, stood at £765 million, only marginally lower than in December 1968; there was no change in December and a £5 million increase in November 1968.

Durable goods shops and department stores

The instalment credit sales of durable goods shops in January were 15 per cent lower than in January 1968, continuing the falls on a year earlier which first started in October 1968. The relatively large falls which occurred in December and January probably partly reflect the effects of the November 1968 measures and the buoyant conditions which obtained in the corresponding months a year earlier. Sales of furniture shops and other durable goods shops fell by 19 per cent and 10 per cent respectively; these comparisons continue the trend in recent months, when hire purchase sales of furniture shops have been falling away more rapidly than those of other durable goods shops.

On a seasonally adjusted basis, debt owned to durable goods shops and department stores at the end of January stood at £277 million, a fall of £4 million since the end of November, a decrease which follows an increase of £8 million between end July and end November.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 7 per cent higher than a year earlier, an increase not very different from the average growth rate recorded during 1968.

Debt outstanding to this group of retailers fell by £11 million in the month, due largely to seasonal factors.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1968	124	766	102	250	1,047	+ 29
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
4th quarter	130	766	98	250	1,047	+ 18
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,018*	— 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
October	143	761	103	251	1,039	+ 10
November	128	766	99	253	1,047	+ 8
December	118	766	94	250	1,047	Nil
1969 January	114	765	92	247	1,042	— 5
4 months ended October, 1968	130	761	100	251	1,039	+ 18
3 months ended January, 1969	120	765	95	247	1,042	+ 3
Percentage change	—8	—	—5	—	—	—

*NOTE: Figures for July and August have been combined.

(*Continued on page 697*)

Programme of TRADE PROMOTIONS, 1969-71

The supplement to the *Board of Trade Journal* is published every four months; amendments and additions are given in the first issue of each interim month.

Section I lists the events over the next two years for which Board of Trade support is already being planned, or is under consideration. The information is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. 01-222 7877, except where otherwise shown.)

Section II (Europe) and Section III (outside Europe) list a number of regular overseas trade fairs, some of which are also included in Section I. Section IV lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with this Section not related to a specific event should be made to the Board of Trade (Tel. 01-222 7877, Ext. 3069).

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs–Page i
(b) Specialized Fairs–Page iii
(c) British Weeks and Store Promotions–Page xviii

(a) General Fairs

1969

Sao Paulo: BRITISH INDUSTRIAL EXHIBITION – March 5-16, 1969
Inquiries about participation in this event should be addressed to industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Tripoli: INTERNATIONAL TRADE FAIR – March 6-26, 1969
The Board of Trade is organizing a British Pavilion at this event.
(Miss G. Adams, Ext. 2788)

Vienna: INTERNATIONAL SPRING TRADE FAIR – March 9-16, 1969
Joint venture with the British Artmetal Manufacturing Export Group.
(Miss F. King, Ext. 2782)

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 12-23, 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Lyons: INTERNATIONAL TRADE FAIR – March 22-31, 1969
An Official Information Stand and joint venture with:
(1) The London Chamber of Commerce
  (a) consumer goods (9 firms)
  (b) mechanical handling (7 firms)
  (c) woodworking machinery (2 firms).
(2) The Business Equipment Trade Association (4 firms).
(3) The Gifts and Fancy Goods Association (8 firms).
(4) The Federation of Sussex Industries (5 firms).
(Mr. A. G. Pearson, Ext. 2398)

Johannesburg: RAND EASTER SHOW – March 25-April 7, 1969
Joint venture with the Scottish Council on the theme of 'Scotland and Scottish Industry'.
(Miss G. Adams, Ext. 2788)

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1969
Joint venture of giftware firms with the London Chamber of Commerce. Official Information Stand.
(Miss F. King, Ext. 2782)

Tokyo: EIGHTH INTERNATIONAL TRADE FAIR – April 17-May 6, 1969
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Hanover: HANOVER FAIR – April 26-May 4, 1969
Official Information Office and joint ventures with:
(i) British Electrical and Allied Manufacturers' Association
(ii) Electric Light Fittings Association
(iii) British Pottery Manufacturers' Federation
(iv) Business Equipment Trade Association
(v) British Compressed Air Society
(vi) Association of Hydraulic Equipment Manufacturers
(vii) Machine Tool Trades Association
(viii) British Stationery and Office Equipment Association
(ix) British Jewellers' Association.
(Miss E. J. Slegg, Ext. 3559)

Lille: INTERNATIONAL TRADE FAIR – May 8-10, 1969
A joint venture with the London Chamber of Commerce (12 firms), linked with a combined London Chamber of Commerce/British Consulate-General Information Stand.
(Mr. A. G. Pearson, Ext. 2398)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18, 1969
A joint venture with the Federation of Sussex Industries.
(Mr. R. J. Ager, Ext. 2783)

Budapest: INTERNATIONAL TRADE FAIR – May 16-26, 1969
A British Pavilion organized by the Board of Trade (All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Padua: INTERNATIONAL SAMPLES FAIR – May 29-June 9, 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1969
A Trade Information Stand organized by the Electrical Engineers (ASEE) Exhibition Ltd.
(Mr. T. E. Kerfoot, Ext. 3071)

Poznan: INTERNATIONAL TRADE FAIR – June 8-17, 1969
British Pavilion organized by the Board of Trade.
(Mr. B. L. Banks, Ext. 3558)

Lisbon: INTERNATIONAL TRADE FAIR – June 9-23, 1969
Joint venture with the Birmingham Engineering and Building Centre.
(Miss F. King, Ext. 2782)

Kinshasa (Congo): INTERNATIONAL FAIR – June 30-July 21, 1969
An Official Information Stand.
(Miss G. Adams, Ext. 2788)

Auckland: INTERNATIONAL TRADE FAIR – August 20-September 6, 1969
A British Pavilion organized by the Board of Trade.
(Mrs. I. M. Janzen, Ext. 2489)

Dieppe: FRANCO-BRITISH TRADE FAIR – September 6-14, 1969
A joint venture with the Federation of Sussex Industries. Firms interested in participation should contact the Federation.
(Mr. A. G. Pearson, Ext. 2398)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 7-14, 1969
(i) Joint venture on the theme of Leisure. Firms interested in participation should contact the London Chamber of Commerce.
(ii) Joint venture with the Birmingham Engineering and Building Centre. Firms interested in participation should contact the Centre.
(Miss F. King, Ext. 2782)

Brno: INTERNATIONAL TRADE FAIR – September 7-17, 1969
Possible joint ventures. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Bari: INTERNATIONAL LEVANT FAIR – September 10-23, 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Marseilles: INTERNATIONAL TRADE FAIR – September 18-29, 1969
A possible joint venture with the London Chamber of Commerce.
(Mr. A. G. Pearson, Ext. 2398)

Plovdiv: INTERNATIONAL FAIR – September 21-30, 1969
The Board of Trade may organize a British Pavilion at this event.
(Mr. J. R. Schaffer, Ext. 2785)

Paramaribo: SURINAM TRADE FAIR – September 25-October 8, 1969
An Official Information Stand.
(Mrs. I. M. Janzen, Ext. 2489)

Nairobi: NAIROBI SHOW – September 30-October 4, 1969
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Metz: INTERNATIONAL AUTUMN TRADE FAIR – October 1-12, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. A. G. Pearson, Ext. 2398)

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade (All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Sydney: INTERNATIONAL TRADE FAIR – October 16-25, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Lyons: INTERNATIONAL TRADE FAIR – March 1970
The Board of of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Johannesburg: RAND EASTER SHOW – March/April 1970
Possible joint ventures with the appropriate trade associations on a theme yet to be decided.
(Miss G. Adams, Ext. 2788)

Hanover: HANOVER FAIR – April 25-May 3, 1970
Official information office and probable joint ventures with the British Pottery Manufacturers' Federation and British Electrical and Allied Manufacturers' Association; the Board of Trade will also be considering joint ventures with other appropriate trade associations. Firms interested in participation should contact their association.
(Miss E. J. Slegg, Ext. 3559)

Tel-Aviv: INTERNATIONAL TRADE FAIR – May 25-June 9, 1970
Probable British Pavilion.
(Mr. B. L. Banks, Ext. 3558)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 1970
The Board of Trade will be considering joint ventures with trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Helsinki: INTERNATIONAL TRADE FAIR – September 17-27, 1970
A joint venture with the London Chamber of Commerce and possible joint ventures with other appropriate trade associations. Firms interested in participation should contact the London Chamber or their particular association.
(Mr. A. G. Pearson, Ext. 2398)

Plovdiv: INTERNATIONAL FAIR – September 20-29, 1970
The Board of Trade may organize a British Pavilion at this event.
(Mr. J. R. Schaffer, Ext. 2785)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

1971

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Lyons: INTERNATIONAL TRADE FAIR – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Hanover: HANOVER FAIR – April/May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Wellington: INTERNATIONAL TRADE FAIR – August 18-September 4, 1971
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

(b) Specialized Fairs

Agriculture, Forestry, Fishing and Agricultural, Machinery

1969

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 4-9, 1969
A joint venture with the Agricultural Engineers Association.
(Mr. R. J. Ager, Ext. 2783)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 9-17, 1969
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 2782)

Helsinki: INTERNATIONAL AGRICULTURE, FORESTRY AND HOUSEHOLD EXHIBITION (TEHO) – April 18-27, 1969
A joint venture with the Agricultural Engineers Association (4 firms).
(Mr. A. G. Pearson, Ext. 2398)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 9-19, 1969
A joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Santarem: INTERNATIONAL RIBATEJO AGRICULTURAL FAIR – June 1-5, 1969
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 2782)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 6-15, 1969
A joint venture with the British Agricultural Export Council.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969
A joint venture with the Dairy Engineers Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Santa Cruz (Bolivia): AGRICULTURE, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September/October 1969
Probable Official Information Stand.
(Mrs. I. M. Janzen, Ext. 2489)

Copenhagen: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (AGRIMA) – December 1-5, 1969
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Mr. A. G. Pearson, Ext. 2398)

1970

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 1970
The Board of Trade will be considering joint ventures with trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Sydney: THE INTERNATIONAL DAIRY EQUIPMENT FAIR – October 12-16, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

Aircraft and Aeronautical Equipment

1969

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 29-June 8, 1969
A joint venture with the Society of British Aerospace Companies.
(Mr. R. J. Ager, Ext. 2783)

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 25-October 5, 1969
(a) Joint venture with the Society of British Aerospace Companies.
(b) Joint venture with the Scientific Instrument Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Hanover: INTERNATIONAL AIR SHOW – April 24-May 3, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Books and Periodicals

1969

Accra: BOOK FAIR – March 5-20, 1969
Trade Information Stand with the Book Development Council.
(Miss G. Adams, Ext. 2788)

Brussels: INTERNATIONAL BOOK FAIR – March 21-30, 1969
A joint venture with the Publishers Association.
(Mr. A. G. Pearson, Ext. 2398)

New York: INTERNATIONAL ANTIQUARIAN BOOK FAIR – March 30-April 2, 1969
A joint venture with the Antiquarian Booksellers' Association.
(Miss J. M. Coker, Ext. 2624)

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-23, 1969
A Trade Information Stand manned by the Book Development Council.
(Miss F. King, Ext. 2782)

Frankfurt: INTERNATIONAL BOOK FAIR – October 8-13, 1969
Possible joint venture with the Publishers Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 3559)

1970

Paris: INTERNATIONAL EXHIBITION FOR SCIENTIFIC AND TECHNICAL BOOKS – April 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

COLOGNE GOES FROM STRENGTH TO STRENGTH

In 1968 there were:

10 Trade Fairs

8,434 Exhibitors from 43 Countries

448,334 Trade Visitors from 123 Countries

British Manufacturers are showing in ever-increasing numbers at Cologne. They have proved that Cologne is the best place to sell and the best place to buy.

THE ROAD TO SUCCESS LEADS THROUGH COLOGNE!

INTERNATIONAL EVENTS 1969

Fair for the Child. 11th to 13th April

"Hobby '69". Leisure Time Exhibition. 19th to 27th April

Exhibition of Sports Facilities and Bath Installations. Also International Convention. 15th to 18th May

INTERZUM. Fair of Accessories and Materials for Woodworking, Furniture, etc. 11th to 15th June

2nd Trade Exhibition for Inland Navigation, also Inland Navigation Convention. 6th to 9th July

Men's Fashion Week. 22nd to 24th August

Exhibition of Clothing Manufacturing Machines. 21st to 24th August

Technical Convention of Clothing Manufacturers. 22nd and 23rd August

ORGATECHNIK. Exhibition for Organisation and Technique in Office and Works. 7th to 10th September

Household Goods & Hardware Fair. 12th to 14th September

Fair of Lingerie, Foundation Garments, Underwear & Swimwear. 18th to 21st September

ANUGA. Exhibition of Fine Foods and Provisions. 4th to 10th October

SPOGA. Trade Fair of Sports Goods, Camping Equipment and Garden Furniture. 19th to 21st October

Fair for the Child. 24th to 26th October

Information and tickets from:

H. E. MELSOM, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. Telephone: 01-799 2134

Ireland—Information: C.O. Neale, "Luxor", Saval Park Road, Dalkey, Co. Dublin. Telephone: 80 68 68

Ireland—Tickets: Ryans Travel Agency Limited, 4 Lower Abbey Street, Dublin 1. Telephone: 41 114

Frankfurt: INTERNATIONAL BOOK FAIR – September 24-29, 1970
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

1971

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Building, Public Works and Construction Equipment

1969

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1-9, 1969
A joint venture with the Building Materials Export Group (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19, 1969
Joint ventures with the Building Materials Export Group and The HEVAC Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Halsingborg: PUBLIC WORKS, BUILDING AND TRANSPORT FAIR – May 10-18, 1969
A joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

Amsterdam: INTERNATIONAL CONGRESS AND EXHIBITION OF THE PRECAST CONCRETE INDUSTRY – May 17-23, 1969
A joint venture with the British Precast Concrete Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Basle: INTERNATIONAL WATER SEWAGE AND AIR PURIFICATION EXHIBITION (PRO-AQUA) – May 29-June 4, 1969
A joint venture with the London Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Johannesburg: CONSTRUCTION MACHINERY EXHIBITION – July 30-August 7, 1969
Probable joint venture with the Federation of Manufacturers of Construction Equipment. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Vienna: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – September 1-5, 1969
A joint venture with the Water Purification Plant Association.
(Miss F. King, Ext. 2782)

Munich: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 6-13, 1969
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss E. J. Slegg, Ext. 3559)

Madrid: INTERNATIONAL CONSTRUCTION AND PUBLIC WORKS FAIR – October 16-31, 1969
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 1969
Possible joint ventures with the Westminster Chamber of Commerce and other appropriate trade associations.
(Miss F. King, Ext. 2782)

Basle: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE 69) – November 19-25, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 20-30, 1969
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. R. J. Ager, Ext. 2783)

1970

Hanover: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA III) – January 24-February 1, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Chemicals and Allied Industries including Plastics

1969

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 7-13, 1969
A joint venture with the London Chamber of Commerce (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Nice: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-27, 1969
A joint venture with the British Aerosol Manufacturers Association (13 firms).
(Mr. A. G. Pearson, Ext. 2398)

1970

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 2398)

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
Joint ventures with The British Chemical Plant Manufacturers Association, The Scientific Instrument Manufacturers Association and The British Laboratory Ware Association and a trade information stand manned by the Book Development Council.
(Mr. K. J. C. Edgington, Ext. 2436)

Moscow: CHEMISTRY EXHIBITION (KHIMYA '70) – September 1970
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. J. R. Schaffer, Ext. 2785)

Clothing

1969

Montreal: DISPLAY OF BRITISH WOMENSWEAR – March 12-18, 1969
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 16-19, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Toronto: DISPLAY OF BRITISH WOMEN'S WEAR – March 19-26, 1969
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Copenhagen: FASHION FAIR – March 23-26, 1969
A joint venture with the Clothing Export Council (112 firms).
(Mr. A. G. Pearson, Ext. 2398)

Munich: FASHION WEEK – March 23-27, 1969
A joint venture with the Clothing Export Council.
(Miss E. J. Slegg, Ext. 3559)

New York: DISPLAY OF BRITISH WOMEN'S WEAR – March 27-April 11, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 11-13, 1969
Joint ventures with
(a) Junior Fashion Group of London
(b) British Nursery Goods Association.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 12-17, 1969
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783)

Vienna: LADIES' FASHION SHOW – April 13-16, 1969
A joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 20-24, 1969
A joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 2777)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 22-24, 1969
Joint ventures with the British Menswear Guild and the Clothing Manufacturers' Federation.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Copenhagen: FASHION FAIR – September 21-24, 1969
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. A. G. Pearson, Ext. 2398)

Munich: FASHION WEEK – October 5-9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Vienna: LADIES' FASHION SHOW – October 19-22, 1969
Possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 24-26, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 26-30, 1969
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss H. McKinlay, Ext. 2777)

New York: DISPLAY OF BRITISH WOMEN'S WEAR – October 1969
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1969
A possible joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1969
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. R. J. Ager, Ext. 2783)

1970

New York: DISPLAY OF BRITISH CHILDREN'S WEAR – January 1970
A possible joint venture with the National Children's Wear Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 2624)

New York: DISPLAY OF BRITISH MEN'S WEAR – February 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss H. McKinlay, Ext. 2777)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Munich: FASHION WEEK – April 5-9, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Munich: FASHION WEEK – October 4-8, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Wig and Pen Club

A FAMOUS OLD LONDON HOUSE

Built on Roman Remains in 1625, the only Strand Building to survive the Great Fire of London

Our present lease will require renewal in the year 2003 A.D.

LUNCH

SERVED THROUGHOUT THE AFTERNOON

12 noon—6.30 p.m.

WITH FULL BAR SERVICE

SATURDAY 12 noon—5 p.m.

DINNER

SERVED UNTIL 11 p.m.

EXCLUDING SATURDAY

NO PARKING PROBLEMS AFTER 6.30 p.m.

SCOTCH STEAK AND BEEF
ENGLISH PORK
LAMB AND VEAL
REAL CHICKENS

ONLY FRESH VEGETABLES SERVED

WELL RENOWNED FOR GOOD ENGLISH FOOD

THE FACILITIES OF THE CLUB INCLUDE:

Jeffreys Bar open throughout the day	12 noon - 11 p.m.
Saturday	12 noon - 6 p.m.
Commonwealth Bar (Monday to Friday)	12 noon - 8 p.m.
Front Page Bar	3 p.m. - 7 p.m
Court Room Restaurant (Lunch is served 12 noon - 6 p.m.;	
Dinner until 11 p.m.)	12 noon - 11 p.m.
Saturday	12 noon - 5 p.m.
Empire and Guild Restaurants (can be booked for private dinner. Up to 30 people)	12 noon - 3 p.m.
Lounge with Television	11 a.m. - 11 p.m.
Writing Room with Typewriter	11 a.m. - 11 p.m.
Saturday	11 a.m. - 6 p.m.

Roof Restaurant—Lunch and Dinner weather permitting.

Always available: Tape Recorder, 16mm. Projector and Photostat Machine.

Chamber, Inns of Court and Penthouse Rooms are available for Board Meetings, Press Receptions, Lunch and Dinner Parties. Press Officer Photographer is available if required.

Theatre tickets can be booked while you are abroad and held until you collect. Mail can be forwarded to await your collection. Should you make a 'phone call or pop in for a drink you will always find a helpful staff who will be only too pleased to give you any information or advice, etc.

There is a Sport Section for Rugby and Cricket and about twelve games a year are played for Charity. These make good social occasions.

1066 AND ALL THAT

Cigarettes 3d. for 20, cigars a really good one, 6d., Scotch 3d., and Brandy 4d. . . these Wig & Pen prices of over 50 years ago are some of the more startling facts revealed by the records of the Club.

The records of the building go back much further than half a century; the Royal Commission's Report on Ancient Buildings, for example, states that the present structure is 17th century. In fact it was built in 1625; the stairway is the only one of its kind remaining in the world. The deeds of the property begin in the 11th century, but Roman tiles which were recently uncovered, indicate an even older history, some 2,000 years. The 11th century records show that 230 Strand was the property of the Bishops of London and was used by them as a grace and favour lodging for clergymen.

During the reign of James I, the tenancy passed to the Lord Mayor of London, and the Keeper of the Temple Bar lived there. When the wooden Temple Bar was replaced by stone in 1672 the Keeper went to live in the new stone building, and 230 Strand passed into private tenancy. The first record of the premises being used for catering was in 1859 when Londoners came here to buy a penn'orth of meat and bread.

It was in 1908 that journalists and jurists first used the ground floor as a meeting place, but the First World War, with most of the young journalists and jurists in the services, put an end to these meetings.

Between the Wars 230 Strand was opened as the Wig & Pen Restaurant, and it was not until 1947 that it once again became a meeting place for journalists and jurists. The Club had an uncertain start until 1951 when Dick Brennan returned from Bermuda, where he had been managing a hotel for two years, to take over control. Since then the Club has grown and flourished. This was Dick's first return to the Strand since leaving the Hotel Cecil in 1928.

Visitors from all over the world come to the Wig & Pen not only to enjoy good food and wine, but to see the famous mirrored panels which contain the Harrison collection of Kings of England; the original painting of Judge Jeffreys ('The Hanging Judge') by Sir G. Kneller, 1685; the Windsor Castle menus; Sir Alan P. Herbert's Corner; the collection of front pages selected and presented to the Club by the Editors of all the National Newspapers. This collection was appropriately unveiled by Sir Harry Brittain, who thus commemorated half a century of association with the Wig & Pen.

The Mayflower Corner was installed in the Front Page Bar by Dick Brennan to commemorate his part in the voyage in the replica of the Pilgrim Father's Ship. Dick was a member of the crew. He has now made all the ship's company members of the Club. 'They sailed in a 17th century ship,' he said, 'so they are entitled to be members of a 17th century club.'

The latest additions to the Club include a Roof Garden and Penthouse both of which are approached by the ancient staircase mentioned earlier, together with the Commonwealth Press Bar and Empire and Guild Room Restaurants, the latter decorated with plaques of famous London Guilds.

A great day at the Club could well be called 'Children's Day' when the Lord Mayor is received opposite the Club by the Lord Chief Justice on his inauguration as Lord Mayor of the City of London. On this day all children are welcome with their parents, and all receive a present.

There is a 'live' Rugby, Cricket and Golfing Section which plays many games during the year, for Charity, of course.

A famous old London House in which to entertain your guests from overseas to Lunch and Dinner. They would be very welcome to inspect the Club, its old staircase and interesting pictures. Application for Membership should be made to the Club Secretary.

1971

Munich: FASHION WEEK – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Munich: FASHION WEEK – October 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Display and Shop Equipment

1970

Düsseldorf: 3RD EUROPEAN FAIR FOR SHOPFITTING AND DISPLAY WITH CONGRESS – February 1970
Probable joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Miss H. McKinlay, Ext. 2777)

Engineering, Electrical and Electronic, including Radio and Television

1969

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL '69) – March 4-8, 1969
A joint venture with the Association of Public Address Engineers.
(Mr. T. E. Kerfoot, Ext. 3071)

Los Angeles: WESTERN METAL AND TOOL EXPOSITION, 'WESTEC' – March 10-14, 1969
A joint venture with the Machine Tool Trades Association.
(Miss G. Adams, Ext. 2788)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 24-27, 1969
A joint venture with the Electronic Engineering Association.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – March 28-April 2, 1969
A joint venture with the Radio and Electronic Component Manufacturers Federation.
(Mr. R. J. Ager, Ext. 2783)

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION – 'WESCON' – August 19-22, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 19-28, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 25-Ocober 5, 1969
(a) Joint venture with the Scientific Instrument Manufacturers Association.
(b) Joint venture with the Society of British Aerospace Companies.
(Mrs. I. M. Janzen, Ext. 2489)

Gothenburg: INTERNATIONAL ELECTRICAL EXHIBITION (ELFACK) – October 28-November 2, 1969
A possible joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(Mr. R. J. Ager, Ext. 2783)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-10, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

1970

Gothenburg: SCANDINAVIAN LIGHTING FAIR – January 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 1970
A probable joint venture with the Electronic Engineering Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONICS COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 22-28, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Johannesburg: ELECTRA '70 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINE RING EXHIBITION – October 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Engineering, Other

1969

Cleveland: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 9-13, 1969
A joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Cleveland: PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27, 1969
A joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Prague: BRITISH ENGINEERING DAYS – March 24-28, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

Philadelphia: AMERICAN WELDING SOCIETY SHOW – April 29-May 1, 1969
Probable joint venture with the Welding Society.
(Miss G. Adams, Ext. 2788)

Chicago: TOOL EXPOSITION (ASTME) – May 5-9, 1969
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Moscow: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28, 1969
A joint venture with the Scientific Instrument Manufacturers Association. Firms interested in participation should contact the Association (All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6, 1969
A joint venture with the Gauge and Tool Manufacturers' Association.
(Miss G. Adams, Ext. 2788)

Sydney: AUSTRALIAN INTERNATIONAL GAS TURBINE MINI-CONFERENCE AND PRODUCTS SHOW – June 3-5, 1969
A possible joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Paris: EUROPEAN MACHINE TOOL EXHIBITION – June 23-July 2, 1969
A joint venture with the Machine Tool Trades Association.
(Mr. R. J. Ager, Ext. 2783)

Kuala Lumpur: BRITISH ENGINEERING WEEK – September 8-12, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

Singapore: BRITISH ENGINEERING WEEK – September 16-20, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

Essen: WELDING AND CUTTING FAIR – September 20-28, 1969
A joint venture with the British Electrical and Allied Manufacturers' Association (Welding Section). Firms interested in participation should contact the Assocaition.
(Mr. K. J. C. Edgington, Ext. 2436)

Tokyo: '69 FLUID POWER INTERNATIONAL EXHIBITION – September 26-October 2, 1969
A possible joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Stockholm: TECHNICAL FAIR – October 1-7, 1969
Probable joint ventures with
(i) The London Chamber of Commerce, and
(ii) The Building Materials Export Group.
Firms interested in participation should contact the Chamber or the Export Group.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October 20-25, 1969
A Trade Information Stand organized by the Association of Hydraulic Equipment Manufacturers.
(Mr. R. J. Ager, Ext. 2783)

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID '69) – October 21-26, 1969
A joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Gothenburg: INTERNATIONAL ANTI-CORROSION AND PROTECTIVE COATING EXHIBITION (SCANCORR) – October 28-November 2, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Rotterdam: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28, 1969
A probable joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071)

Caracas: BRITISH ENGINEERING WEEK – November 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

1970

U.S.A.: TOOL EXPOSITION (ASTME) – May 1970
A possible joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Montreal: PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-30, 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY – May/ June 1970
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. J. R. Schaffer, Ext. 2785)

Sydney: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Helsinki: BRITISH ENGINEERING WEEK – October 12-16, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. A. G. Pearson, Ext. 2398)

Oslo: BRITISH ENGINEERING WEEK – 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. A. G. Pearson, Ext. 2398)

1971

Sydney: THE MACHINE TOOL EXHIBITION – October 14-23, 1971
The Board of Trade are prepared to consider joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Fancy Goods, Jewellery and Giftware

1969

New York: NATIONAL JEWELLERY TRADE SHOW – August 3-6, 1969
A joint venture with the British Jewellers Association.
(Miss J. M. Coker, Ext. 2624)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1969

Atlantic City: 32ND ANNUAL SUPERMARKET INSTITUTE CONVENTION – May 11-14, 1969
Probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1969
A joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Kingston, Jamaica: HOTEL EQUIPMENT EXHIBITION – May 30-31, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 13-16, 1969
Possible joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Chicago: NATIONAL CANDY WHOLESALERS' ASSOCIATION CONVENTION AND EXHIBITION – July 26-29, 1969
A joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786)

New York: FANCY FOOD AND CONFECTION SHOW – August 3-6, 1969
A joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Dublin: IRISH INTERNATIONAL FOOD AND DRINK FAIR – August 30-September 7, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Malmo: 4TH INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) October 1-4, 1969
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. J. Ager, Ext. 2783)

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10, 1969
Joint ventures with the British Food Export Council and the Food Machinery Association. Firms interested in participation should contact the Council or the Association.
(Mr. S. Bickel, Ext. 2011)

1970

Sydney: THE CATERING TRADE FAIR – April 27-May 1, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. A. F. Fenton, Ext. 2786)

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – November 1970
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

1971

Munich: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – Sepember 13-18, 1971
A probable joint venture with the Brewery and Bottling Engineers Association. Firms interested in participation should contact the Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Footwear

1969

New York: NATIONAL SHOE FAIR – March 23-26, 1969
A joint venture with the British Footwear Manufacturers' Federation.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14, 1969
Joint venture with the British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 2777)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 24-October 8, 1969
A joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. J. R. Schaffer, Ext.2785)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 27-29, 1969
Probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss H. McKinlay, Ext. 2777)

Montreal: NATIONAL SHOE FAIR – September 28-30, 1969
Possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Chicago: NATIONAL SHOE FAIR – October 5-8, 1969
A probable joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

1970

New York: NATIONAL SHOE FAIR – March/April 1970
A possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Pirmasens: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 7-12, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Chicago: NATIONAL SHOE FAIR – October 1970
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

Furniture, Furnishings, Household Equipment and Hardware

1969

St. Gallen: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – May 31-June 8, 1969
A possible joint venture with the British Furniture Manufacturers Federated Associations. Firms interested in participation should contact the Federated Associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Cologne: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE AND LIGHT CONSTRUCTION BUILDING (INTERZUM) – June 11-15, 1969
Joint venture with the British Carpets Export Promotion Council.
(Mr. S. Bickel, Ext. 2011)

Stockholm: GOLVEX '69 – September 4-7, 1969
A joint venture with the British Carpet Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. R. J. Ager, Ext. 2783)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-10, 1969
A possible joint venture with the British Artmetal Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 12-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 4-7, 1969
Joint ventures with:
(1) The British Furniture Manufacturers Federated Associations.
(2) The Federation of British Carpet Manufacturers.
Firms interested in participation should contact the appropriate association.
(Mr. A. G. Pearson, Ext. 2398)

New York: NATIONAL HARDWARE SHOW – September 29-October 2, 1969
A joint venture with the Federation of British Horticultural Exporters Ltd. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Utrecht: INTERNATIONAL FURNITURE FAIR – November 3-8, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

1970

Cologne: INTERNATIONAL FURNITURE FAIR – January 20-25, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Paris: CARPET AND FLOOR COVERING EXHIBITION – January 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Heating and Ventilating

1969

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9, 1969
A joint venture with the Building Materials Export Group.
(Mr. K. J. C. Edgington, Ext. 2436)

1970

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Brussels: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 1970
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. A. G. Pearson, Ext. 2398)

1971

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March/April 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Hospital, Medical, Surgical and Dental Equipment

1969

Zagreb: 5TH INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27, 1969
A joint venture with the British Surgical Export Group.
(Mr. B. L. Banks, Ext. 3558)

Bergen: 9TH CONGRESS OF THE SCANDINAVIAN SOCIETY OF ANAESTHESIOLOGISTS – June 26-28, 1969
A joint venture with the British Surgical Export Group (6 firms).
(Mr. A. G. Pearson, Ext. 2398)

Moscow: INTERNATIONAL EXHIBITION OF THE LATEST SCIENTIFIC ACHIEVEMENTS IN BLOOD TRANSFUSION AND HAEMATOLOGY ('BLOOD SERVICE') – August 16-24, 1969
A possible joint venture with the British Hospitals' Export Council. Firms interested in participation should contact the Export Council.
(Mr. J. R. Schaffer, Ext. 2785)

Tokyo: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11, 1969
A joint venture with the British Electrical and Allied Manufacturers' Association.
(Mrs. I. M. Janzen, Ext. 2489)

Paris: PUBLIC HOSPITALS EXHIBITION AND CONGRESS – November 17-21, 1969
A possible joint venture with the British Surgical Export Group. Firms interested in participation should contact the Export Group.
(Mr. R. J. Ager, Ext. 2783)

Helsinki: PHYSCIANS' DAYS – November 1969
A possible joint venture with the Association of the British Pharmaceutical Industry. Firms interested in participation should contact the association.
(Mr. A. G. Pearson, Ext. 2398)

Milan: SCIENTIFIC AND TECHNOLOGICAL HOSPITAL INSTRUMENT FAIR – November 1969
A possible joint venture with the appropriate trade associations.
(Miss F. King, Ext. 2782)

Leather, Leather Goods and Fur

1969

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 12-17, 1969
A joint venture with the London Chamber of Commerce and the London Fur Fashion Export Group.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL FUR FAIR – April 23-27, 1969
A joint venture with the British Fur Trade Association.
(Miss E. J. Slegg, Ext. 3559)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 23-27, 1969
Probable joint venture with the British Leathergoods Manufacturers Association. Firms interested in participation should contact the association.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DE CUIR) – September 12-17, 1969
Joint ventures with:
(i) British Leather Federation,
(ii) British Footwear Manufacturers Federation, and
(iii) Leather Importers, Factors and Merchants Association.
Firms interested in participation should contact the appropriate association.
(Mr. R. J. Ager, Ext. 2783)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 11-12, 1969
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624)

1970

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Frankfurt: INTERNATIONAL FUR FAIR – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

1971

Frankfurt: INTERNATIONAL FUR FAIR – April 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 554 of February 21 issue.)

Motor Vehicles, Motor Cycles and Cycles

1969

Chicago: AUTOMOBILE SHOW – March 8-16, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Geneva: INTERNATIONAL MOTOR SHOW – March 13-23, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: INTERNATIONAL AUTOMOBILE SHOW – March/April 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 2624)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 19-27, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. B. L. Banks, Ext. 3558)

Los Angeles: INTERNATIONAL CUSTOM CAR AND MOTOR CYCLE SHOW – April 24-27, 1969
A probable joint venture with the British Cycle and Motor Cycle Industries Association.
(Miss G. Adams, Ext. 2788)

Prague: INTERNATIONAL AUTOMOBILE REPAIR SERVICING EXHIBITION 'AUTOPROGRESS '69' – June 12-21, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. B. L. Banks, Ext. 3558)

Frankfurt: INTERNATIONAL MOTOR SHOW – September 11-21, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. K. J. C. Edgington, Ext. 2436)

Paris: INTERNATIONAL MOTOR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 2-12, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. R. J. Ager, Ext. 2783)

Turin: INTERNATIONAL MOTOR SHOW – October 29-November 9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Milan: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – November 22-30, 1969
Possible joint venture with the Cycle and Motor Cycle Association Ltd.
(Miss F. King, Ext. 2782)

1970

Brussels: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE SHOW – January 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

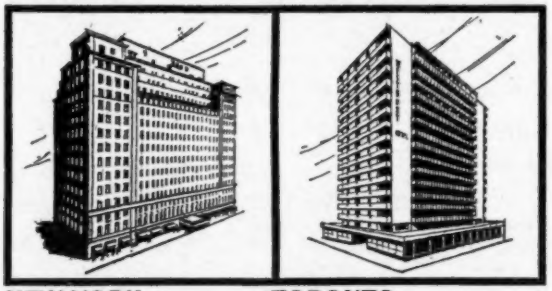
Paris: INTERNATIONAL MOTOR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

1971

Frankfurt: INTERNATIONAL MOTOR SHOW – September 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

there are 4 Westburys

LONDON BRUSSELS



NEW YORK TORONTO

Four luxury hotels in the finest locations in four great cities. All Westbury hotels maintain the highest standards of comfort and cuisine. Ask any Westbury guest.
Bookings for the Westbury Brussels, Toronto and New York, and other Knott hotels, may be made through the London Westbury.

THE WESTBURY HOTEL

KNOTT HOTELS

BOND STREET, LONDON W1Y. 0PD.
TEL: 01-629 7755. TELEX: 24378. CABLES: WESTBUROTL LONDON W1

Music and Musical Instruments

1969

Chicago: MUSIC INDUSTRY TRADE SHOW – June 22-26, 1969
A joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

1970

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1970
Possible joint ventures with the Music Publishers Association and the British Phonographic Industry. Firms interested in participation should contact the appropriate association.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MUSIC INDUSTRY TRADE SHOW AND CONVENTION – June 1970
A possible joint venture with the Association of Musical Instrument Industries. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Office Machinery and Equipment

1969

Cologne: INTERNATIONAL EXHIBITION FOR ORGANIZATION AND TECHNIQUE IN OFFICE AND WORKS (ORGATECHNIK) – September 7-10, 1969
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. S. Bickel, Ext. 2011)

Stockholm: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (OFFICE '69) – October 23-30, 1969
A probable joint venture with the Business Equipment Trades Association. Firms interested in participation should contact the Association.
(Mr. R. J. Ager, Ext. 2783)

Zagreb: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION 'INTERBIRO' – November 10-16, 1969
A possible joint venture with the Business Equipment Trades Association. Firms interested in participating should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

1970

Tokyo: 37TH BUSINESS SHOW – May 1970
A possible joint venture with the Business Equipment Trades Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Helsinki: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 2398)

1971

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23-28, 1971
A possible joint venture with the Business Equipment Trades Association. Firms interested in participating should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Packaging Machinery and Materials, including Containers

1969

Chicago: AMERICAN NATIONAL PACKAGING EXPOSITION – April 14-17, 1969
A joint venture with the Institute of Packaging.
(Mr. A. F. Fenton, Ext. 2786)

Zagreb: 5TH INTERNATIONAL MECHANICAL HANDLING EXHIBITION – April 19-27, 1969
A joint venture with the London Chamber of Commerce.
(Mr. B. L. Banks, Ext. 3558)

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16, 1969
A joint venture with the Institute of Packaging.
(Mr. S. Bickel, Ext. 2011)

Melbourne: THE THIRD INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 23-27, 1969
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Brno: INTERNATIONAL PACKAGING EXHIBITION 'EMBAX' – June 23-29, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. B. L. Banks, Ext. 3558)

Detroit: PACKAGING MACHINERY SHOW – October 27-30, 1969
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. A. F. Fenton, Ext. 2786)

1970

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Photographic Equipment

1969

New York: UNIVERSE OF PHOTOGRAPHY, PHOTO EXPO '69 – June 7-15, 1969
A joint venture with the British Photographic Export Group.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL PHOTO, CINEMA AND OPTIC EXHIBITION – November 7-11, 1969
A possible joint venture with the British Photographic Export Group.
(Mr. R. J. Ager, Ext. 2783)

Pottery and Glassware

1969

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 7-12, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

1970

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Printing, Stationery and Printing Machinery

1969

Prague: PRINTING MACHINERY AND COMMUNICATIONS EXHIBITIONS 'INTERPRESS 2' – June 11-18, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participating should contact the Chamber.
(Mr. B. L. Banks, Ext. 3558)

Moscow: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23, 1969
Joint ventures with the British Printing Machinery Association and the Business Equipment Trade Association. Firms interested in participation should contact either of the Associations. (N.B. All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Milan: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12, 1969
A joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

1970

Sydney: PACKAGING AND PRINTING EXHIBITION – May 11-15, 1970
A possible joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Scientific Instruments and Nuclear Equipment

1969

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEKS – September 25-October 5, 1969
(a) Joint venture with the Society of British Aerospace Companies.
(b) Joint venture with the Scientific Instrument Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 2489)

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11, 1969
Joint ventures with the British Nuclear Forum and the United Kingdom Atomic Energy Authority.
(Mr. T. E. Kerfoot, Ext. 3071)

Johannesburg: INSTRUMENT CONTROL SOCIETY OF SOUTH AFRICA ANNUAL EXHIBITION – October 13-18, 1969
Possible joint venture with the Scientific Instrument Manufacturers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Houston: INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 27-30, 1969
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the LCC.
(Miss G. Adams, Ext. 2788)

Chicago: VISUAL COMMUNICATION CONGRESS – November 5-8, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

San Francisco: ATOM FAIR '69 – December 1-3, 1969
Possible joint venture with British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

Ships and Boats

1969

Athens: INTERNATIONAL SHIPPING EXHIBITION 'POSIDONIA '69' – June 2-8, 1969
Joint venture with British Marine Equipment Council and Ship Builders and Repairers National Association. Firms interested in participation should contact the Council or Association.
(N.B. All space allocated – reserve list in operation.)
(Mr. J. R. Schaffer, Ext. 2785)

Gothenburg: INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10, 1969
Joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

New York: INTERNATIONAL SHIPPING, CONTAINERIZATION AND MARINE ENGINEERING EXPOSITION AND CONGRESS – September 15-18, 1969
A probable joint venture with the London Chamber of Commerce. Firms interested should contact the Chamber.
(Miss J. M. Coker, Ext. 2624)

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 28-October 1, 1969
Probable joint venture with the Ship and Boat Builders National Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

Amsterdam: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 11-15, 1969
A probable joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071)

1970

Hamburg: BOAT SHOW – January 22-28, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

New York: NATIONAL BOAT SHOW – January/February 1970
A probable joint venture with the Ship and Boat Builders National Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Helsinki: BOAT AND CAMPING SHOW – March 1970
The Board of Trade is hoping to organize participation by the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 1970
Probable joint venture with the Ship and Boat Builders Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

1971

Hamburg: BOAT SHOW – January 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Oslo: INTERNATIONAL SHIPPING EXHIBITION – May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Helsinki: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September 1971
A possible joint venture with the British Marine Equipment Council and other appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Sports Goods and Camping Equipment, including Caravans

1969

Amsterdam: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16, 1969
A joint venture with the Ship and Boat Builders National Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 14-22, 1969
A joint venture with the National Caravan Council.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 19-21, 1969
Probable joint ventures with:
(a) Federation of British Manufacturers of Sport and Games.
(b) Camping Trade Association of Great Britain Ltd.
(c) Association of Fishing Tackle Makers.
Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

1970

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE – March 15-17, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Textiles and Textile Machinery

1969

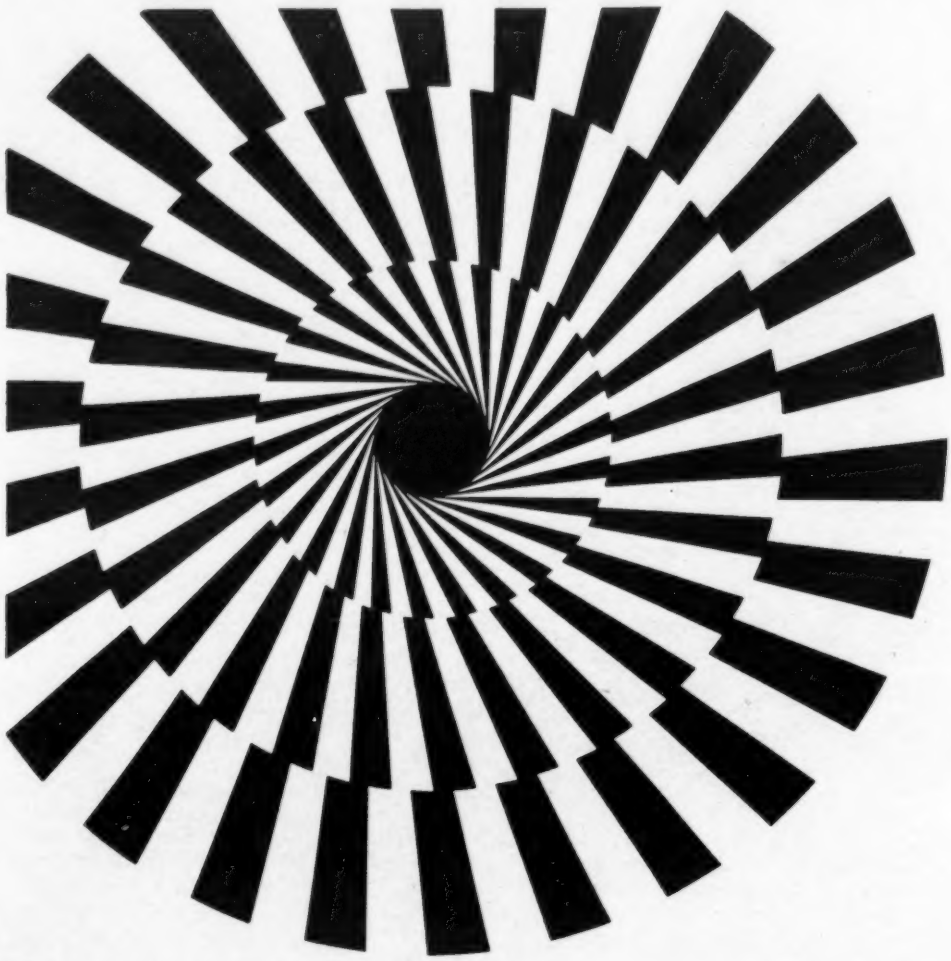
Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23, 1969
A joint venture with the Textile Promotion Consultative Committee.
(Mr. K. J. C. Edgington, Ext. 2436)

Atlanta: BOBBIN SHOW (NEEDLE TRADES MANAGEMENT EXPOSITION) – September 17-20, 1969
A joint venture with the Clothing Institute.
(Miss G. Adams, Ext. 2788)

Greenville: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24, 1969
Probable joint venture with 'Trex' – the British Textile Machinery Organization.
(Miss G. Adams, Ext. 2788)

Sydney: THE SECOND INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – November 3-6, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)



SEPTEMBER MEANS BARI
A FORTY-YEAR OLD FAIR

33RD LEVANT FAIR

THE MOST IMPORTANT BUSINESS
APPOINTMENT IN SOUTHERN ITALY
AND THE MEDITERRANEAN

BARI 10-23 SEPTEMBER 1969

1970

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 26-29, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

1971

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF)– November 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Toys and Games

1969

New York: INTERNATIONAL TOY AND TRADE FAIR – March 9-12, 1969
Joint venture with the British Toy Manufacturers' Association.
(Miss J. M. Coker, Ext. 2624)

Sydney: INTERNATIONAL TOY FAIR – March 16-20, 1969
A joint venture with the British Toy Manufacturers' Association.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Nuremberg: INTERNATIONAL TOY FAIR – February 14-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Paris: INTERNATIONAL TOY EXHIBITION – February 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1970
A probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 2624)

Sydney: INTERNATIONAL TOY FAIR – March 1970
A possible joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

1971

Nuremberg: INTERNATIONAL TOY FAIR – February 6-12, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Other Specialized Fairs

1969

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – March 14-16, 1969
A joint venture with the Philatelic Traders' Society.
(Miss J. M. Coker, Ext. 2624)

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March 21-30, 1969
A joint venture with the Institute of Patentees and Inventors.
(Mr. A. G. Pearson, Ext. 2398)

Boston: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 11-15, 1969
A joint venture with the Physical Education Association.
(Miss G. Adams, Ext. 2788)

Cannes: INTERNATIONAL TELEVISION PROGRAMME MARKET (MIP-TV) – April 12-18, 1969
A joint venture with the Film Production Association of Great Britain (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969
A joint venture with London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

New York: PREMIUM SHOW – April 21-24, 1969
A joint venture with the British Premium Manufacturers' Association.
(Miss J. M. Coker, Ext. 2624)

Stockholm: PROTECTION '69 April 21-26, 1969
A joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

Reykjavik: BRITISH EXHIBITION OF EDUCATIONAL EQUIPMENT – July 3-10, 1969
The Board of Trade are supporting the Educational Equipment Association in the organization of a British exhibition. Firms interested in participation in the joint venture should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Dublin: BRITISH VETERINARY ASSOCIATION CONGRESS AND EXHIBITION – September 1-4, 1969
A possible joint venture with the British Veterinary Association. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Dublin: WORLD CONGRESS OF THE INTERNATIONAL SOCIETY FOR THE REHABILITATION OF THE DISABLED – September 14-19, 1969
A possible joint venture with the British Surgical Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Geneva: 1ST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – September 18-28, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. J. Ager, Ext. 2783)

Vienna: CONSUMER DURABLES DISPLAY – October 10-18, 1969
Joint venture with the British National Export Council.
(Miss F. King, Ext. 2782)

Düsseldorf: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17, 1969
Probable joint venture with the National Society for Clean Air. Firms interested in participation should contact the Society.
(Miss H. McKinlay, Ext. 2777)

Düsseldorf: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15, 1969
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss H. McKinlay, Ext. 2777)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION – November 24-27, 1969
A probable joint venture with the British Institute of Cleaning Science. Firms interested in participation should contact the Institute.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: FRENCH PHYSICAL SOCIETY EXHIBITION – December 8-13, 1969
An official information stand and possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Paris: 15TH LABORATORY EXHIBITION – December 8-13, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

1970

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March, 1970
A possible joint venture with the Institute of Patentees and Inventors. Inventors interested in participation should contact the Institute.
(Mr. A. G. Pearson, Ext. 2398)

New York: PREMIUM SHOW – April, 1970
A possible joint venture with the British Premium Manufacturers' Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 2624)

Cannes: INTERNATIONAL TELEVISION PROGRAMME MARKET (MIP-TV) – April, 1970
A possible joint venture with the Film Production Association of Great Britain. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1, 1970
A joint venture with the Educational Equipment Association. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

Hanover: EXHIBITION OF NON-DESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5, 1970
Possible joint venture with the appropriate trade associations.
(Miss E. J. Slegg, Ext. 3559)
The closing date for applications for space is April 1, 1969; firms should therefore contact Miss Slegg without delay.

1971

Dortmund: 3RD INTERNATIONAL SCHOOLS EXHIBITION – May 8-15, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

(c) British Weeks and Store Promotions

Change of address

The address of British Weeks and Store Promotions Directorate is now: Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

1969

Melbourne: BUCKLEY AND NUNN LTD. – February 23-March 8, 1969
British clothing, carpets, cutlery, china and glassware will be featured in this promotion. Interested manufacturers should contact the store's London Office, Buckley & Nunn Ltd., 14/16 Margaret Street, London, S.W.1 (Tel. 01-636 3001).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Hong Kong: THE WING ON CO. LTD. – March 15-22, 1969
This British promotion will feature clothes, household goods, piece-goods, furniture and fabrics, and glassware. The London Buying House is GUS Export International Ltd., 200 Tottenham Court Road, London, W.1 (Tel. 01-636 9192)
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Mönchengladbach, Federal Republic of Germany: VEMA VERBRAUCHERMARKT TRAGER KG – March 27-April 5, 1969
Offers of new lines from British food exporters are required by VEMA for this promotion in DM, delivered into store or c.i.f. German port. They should be addressed to Herr Juergen Träger, Vema, 405 Monchengladbach Waldnielerstrasse 261.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Johannesburg, Port Elizabeth, Rosebank and Springs: GREATERMANS LTD. – March 27-April 17, 1969

Chicago: STOP AND SHOP – April 7-26, 1969
This British promotion will feature a complete line of British imported foods. The store has no London Buying House. The address of the store is 16 Washington Street. Chicago, Illinois 60602.
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Durban: GREATERMANS LTD. – April 8-29, 1969
This British promotion will feature consumer goods of the department store type. The London Buying House is Greatermans Associates Ltd., 35/37 Chiswell Street, London, E.C.1 (Tel. Monarch 3781)
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Switzerland: RHEINBRUCKE SA – April 10, 1969
This large group of stores with headquarters in Basle will hold a major sales promotion throughout Switzerland commencing April 10, 1969, and lasting five or six weeks entitled 'EFTA – Market without frontiers'. Large quantities of British quality products will be featured including fashions and cosmetics. The London buying house is the Meyer Emporium, Melbourne House, 8/12 Brook Street, London, W.1 (Tel. 01-499 1543).
(Mr. A. H. Sammons, 01-248 5757, Ext. 7104)

Paris: FELIX POTIN – April 10-26, 1969
Short notice is given of the above promotion to be held in 50 supermarkets which will feature foodstuffs, textiles and hardware. Inquiries to Mr. Blanchard, Felix Potin, Paris.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Sydney: F. V. RICHARDS & CO – April 14-28, 1969
This British promotion will feature men's and women's clothing and accessories. The London Buying House is Dix and Simpson Ltd., 21 Old Burlington Street, London, W.1 (Tel. 01-734 5421).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Freiburg, Federal Republic of Germany: GOTTLIEB GmbH – April 17-30, 1969
For a Briitsh Fortnight in 75 supermarket branches through South West Germany next March, offers of British foodstuffs, smokers' requisites, umbrellas, pop records and medium priced knitwear prices in DM free into store Freiburg, are invited by Herr Prokuist Becher, Gottlieb GmbH, 78 Freiburg, Hans-Bunte-Strasse 16.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Washington DC: SAFEWAY INTERNATIONAL – April 21-May 3, 1969
This British promotion will feature biscuits, teas, jams and preserves, confectionery, condiments and cheese. There is no London Buying House, but interested parties should contact the store direct at 1110 P. Street, N.W., Washington DC.
(Mr. C. J. Mather, 01-248 5757, Ext. 7231)

Caen, France: NOUVELLES GALERIES – April 23-May 3, 1969
This promotion will feature knitwear, lingerie and foodstuffs. Inquiries to M. Roussy, Directeur des Achats, SFNGR, 66 rue des Archives, Paris 3e.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Metzingen, Federal Republic of Germany: 'FUR SIE' VOIGT KG GROSSMARKT – April 28-May 3, 1969
This store hopes to feature a wide range of British confectionery, foodstuffs, beverages, cosmetics, luxury goods, medium priced men's women's and children's outerwear and household goods. Offers with prices quoted in DM valid free-into-store Metzingen are invited to 7418 Metzingen near Reutlingen, Robert-Koch-Weg 3.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Lille, France: NOUVELLES GALERIES – May 8-20, 1969
This promotion will feature all types of textiles, ladies' outer- and underwear, foodstuffs, gadgets, household goods and giftware. Inquiries to M. Roussy, Directeur des Achats SFNGR, 66 rue des Archines, Paris 3e.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Lüneberg, Federal Republic of Germany: BRITISH SHOPPING WEEK – May 10-17, 1969
Thirty-three retail establishments will support this event. A list of participating shops may be had from Mr. H. L. Tottenham, BNEC/ECE, 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Lüneberg: SPAR ORGANIZATION are extending their promotion in support of the British Shopping Week (May 10-18) to include 100 of their branches in the district. Offers of food, drink and household goods should be sent to Spar Zentrale (Herr Willi Cohrs), 3140 Luneberg, Hamburgerstr, 10, Germany.

Denmark: IRMA A/S – May 12-24, 1969
Following the success of their British promotion last year, this chain of about 180 branches intend to hold another promotion this year. *It is stressed that they are interested in receiving offers only for the following products:* chocolate, boiled sweets, fruit gums and pastilles, sauces and dressings, and speciality items. Potential suppliers should send two samples, with prices c.i.f. Copenhagen in Danish Kroner, marked for the attention of Mr. Ole Hansen, IRMA A/S, Korsdalsvej 101, 2610 Rodovre, Denmark.
(Mr. A. E. H. Sammons, 01-248 5757, Ext. 7104)

Sydney and Brisbane: DAVID JONES LTD. – Commencing May 13, 1969
This 'World Fair' in seven stores will feature consumer goods of the department store type. The London Buying House is David Jones Ltd., 315 Regent Street, London, W.1 (Tel. Langham 1555).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Dortmund: BRITISH SHOPPING WEEK – May 28-June 4, 1969
Manufacturers seeking further information are advised to contact Mr. C. W. Blackman, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf (Tel. 434281-5; Telex 203-8-584855 a/b 8584855 Comb.D). A classified list of shops is available from Mr. H. S. L. Tottenham, BNEC/ECE, 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Caluire, Lyons, France – May 1969
The new supermarket of the Grand Bazaar/Prisunic Group which opened at Caluire, Lyons, on March 6, 1969, is to hold a British store promotion in May 1969. The dates have not yet been fixed.
This supermarket on the road to Geneva will have the largest sales area of all the shops in the Prisunic Group. The range of goods in which they are interested includes pottery, car accessories, teenagers' clothing and 'do-it-yourself' articles.
Offers should be made, in French, to Mr. Raymond Berdah, Directeur, Grand Bazar Vaise, Lyon 69, France.
Further information may be obtained from Mr. J. D. R. Burn, British Consulate-General, 24 rue Childebert, 69 Lyons 2 (e), France.

Vechta, West Germany: MINOR BRITISH WEEK – June 14-21, 1969
At the time of going to press about 30 shops had indicated interest. A classified list of shops is available from Mr. H. S. L. Tottenham, BNEC/ECE, 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121). Further information may be obtained from the Commercial Section, British Consulate-General (3) Hannover, Am Aegidientorplatz, 1.
Mr. P. Holmes, 01-248 5757, Ext. 7243)

Mannheim, Federal Republic of Germany: EUROPA-MARKT GmbH – August or September 1969
A British store promotion will be held at this, the largest supermarket, in the district. It will feature foodstuffs, beverages, household goods of all descriptions, cosmetics, clothing and other products saleable in a supermarket. Inquiries should be addressed to Herr Helmut Keil, Europa-Markt, Gmbh, 69 Heidelberg-Wieblingen, Waldhofer Strasse 3.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

New Orleans: MAISON BLANCHE COMPANY – Autumn 1969
This Import Fair will feature British consumer goods, together with those of other countries. The London Buying House is Metasco Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301).
(Mr. C. J. Mather, 01-248 5757, Ext. 7251)

Brisbane, Sydney and Melbourne: PROUDS (PTY.) LTD. – August/October, 1969
This British promotion will be held in the Brisbane, Sydney and Melbourne stores between August and October 1969. The goods featured will include china and earthenware, dinner ware, painted and ornamental ware and figurines, glassware, silverware, cutlery, leatherware, clocks, jewellery and fancy goods. The London Buying House is Prouds and Edments (London) Ltd., 17 Stratton Street, London, W.1 (Tel. 01-499 3353).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

St. Louis: FAMOUS BARR – September 15-27, 1969
This international promotion will feature consumer goods generally. The London Buying House is R. H. Macy & Co. Inc., 52, Conduit Street, London, W.1 (Tel. 01-734 4583).
(Mr. C. J. Mather, 01-248 5757, Ext. 7251)

Canada: THE T. EATON CO. LTD.
MONTREAL (EASTERN DIVISION) – September 18-October 11, 1969
TORONTO (CENTRAL DIVISION) – October 2-25, 1969
WINNIPEG (WESTERN DIVISION) – October 9-25, 1969
VANCOUVER (PACIFIC DIVISION) – September 25-October 11, 1969
This International Import Fair is being held in all The T. Eaton Co. Ltd. major departmental stores in Canada to mark its hundredth anniversary.
The Buying Houses are:
The T. Eaton Co. Ltd., 61/65 Conduit Street, London, W.1 (Tel. 01-734 5501).
The T. Eaton Co. Ltd., Phoenix Building, Berridge Street, Leicester (Tel. 0543-21366).
The T. Eaton Co. Ltd., Scottish Mutual Assurance Building, Donegal Square, Belfast, N. Ireland (Tel. 0232 23869).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Gothenburg: BRITISH SHOPPING WEEK – September 19-28, 1969
This Shopping Week, which is to be known as 'London Week', is being organized by the Gothenburg Retailers' Association with the support of the British Consulate-General in Gothenburg, the Board of Trade and the Export Council for Europe. It follows closely on the successful British Week in Stockholm, which resulted in increased sales of British consumer goods in this important EFTA market.
Manufacturers of consumer goods who wish to take advantage of the sales opportunities offered by 'London Week' are urged to contact local retailers as soon as possible either through their agent in Sweden or direct. Lists of the main retailers taking part in the Week, under the commodity categories listed below, are available from Export Services Branch, Room J29, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-

248 5757, Ext. 245, Telex No. 886143, Answer Back Bothillgate, London).

Department stores	Giftware
Men's wear	Watches and optical goods
Ladies' wear	Wallpaper
Children's wear	Furniture
Gloves	Carpets
Furs	Cameras and photographic accessories
Footwear	Radio and TV
Sportswear and sports equipment	China and glassware
Books	Perfumes and cosmetics
Hardware	Paints and household chemicals
Foodstuffs	Toys and games
Musical instruments, records, etc.	Household furnishings, textiles, etc.
Jewellery	

(Inquiries other than for lists, to Miss M. Wood (Tel. 01-248 5757, Ext. 2744.)

Heilbron, Federal Republic of Germany: BRITISH STORE PROMOTION AT GUSTAV FUCHS – September 22-October 4, 1969
Offers of household goods – glass, pottery, china, etc., electrical and non-electrical household gadgets, tools for metal work and garden furniture should be addressed to Herr Demske, Fa. Gustav Fuchs, 7100 Heilbronn, Kaiserstrasse 7, before the end of April 1969.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Hamburg: BRITISH WOOL TEXTILES PROMOTION – September 26-October 4, 1969
This promotion is being arranged by the National Wool Textile Export Corporation. Inquiries should be addressed to Mr. R. E. Masters at the Corporation Office, Commerce House, Bradford 1 (Tel. 0274 24235).
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969
Formal announcement of this British Week was made by the British Ambassador Sir John Pilcher and Mr. Michael Montague, chairman of the BNEC Asia Committee at an inaugural conference in Tokyo on January 23.
A British Week Office has been set up in that city, and has completed a first round of shop visits. The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.
The address of the British Week Office is: British Week Office of the British Embassy, Room 326, Nikkatsu International Building, 1 Yuraku-Cho-1-Chome, Chiyoda-ku, Tokyo, Japan (Tel. 213-8151/5, Telex TK 4653). Director: Mr. Ben Thorne, MBE.
(Mr. A. H. Divers, 01-248 5757, Ext. 7089)

Los Angeles: BROADWAY DEPARTMENT STORE – October 5-19, 1969
This British promotion being held in 28 stores will feature men, women and children's ready-to-wear clothing, fashion accessories, cosmetics, leather goods, footwear, textiles, home furnishings, china, glass, earthenware, silver plate, and giftware. The London Buying House is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Vienna: MAJOR BRITISH WEEK – October 10-18, 1969
This will be the eighth major British Week held in Europe and the third held in an EFTA country. A British Week Office has already been established by the Board of Trade in Vienna, with Mr. John Peskett, OBE, as director, and a preliminary survey shows that there are approximately 2,000 shops in the selected 'target area'. Those United Kingdom manufacturers who are interested in this market and wish to establish agencies in Austria should lose no time in asking the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, for assistance. The BNEC Export Council for Europe has prepared a guide containing information about the Vienna market. Firms interested in receiving this should write to Mr. P. L. Stubbs, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1.
The address of the British Week Office is: British Week Office, Himmelpfortgasse 20/1/2, 1010-Vienna, Austria (Tel. 52 91 70 *or* 52 91 83, Telex 01-3230 a/b BRITWK A). Director: Mr. S. John Peskett, OBE.
For advice on overseas publicity contact Board of Trade Information Division, Room 754, Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1 (Tel. 01-222 5877, Ext. 2842 or Ext. 2879).
(Mr. P. K. Guenebault, 01-248 5757, Ext. 7245)

Philadelphia: STRAWBRIDGE AND CLOTHIER – October 20-November 1, 1969
This British promotion being held in the downtown store and seven suburban branches will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Washington: WOODWARD AND LOTHROP INC. – October 27-November 8, 1969
This British promotion being held in the downtown store and eleven suburban branches will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Spokane, Washington: THE CRESCENT – October 27-November 8, 1969
This Import Fair called 'Festival International' will feature men's wear, sporting goods, toys, giftware, ladies' wear, jewellery, handbags, leather goods, shoes, objets d'art, linens and general goods. The London Buying House is O.Ziegler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-629 1362).
(Mr. C. J. Mather, 01-248 5757, Ext. 7251)

Houston, Texas: FOLEY'S – November 3-15, 1969
This British promotion will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

1970

Milwaukee: THE BOSTON STORE CO. – September 21-October 3, 1970
This British promotion will be held in the downtown store and three suburban branches. It will feature home furnishings, clothing, stationery, cosmetics, foodstuffs, beverages. The London Buying House is Associated Merchandizing Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Finland: "BRITAIN IN FINLAND, 1970"
A number of store promotions is expected to be held during this trade drive. Particulars will be announced when arrangements become firm. In the meantime a leaflet about the trade drive is available from the BNEC/ECE (Mr. H. S. L. Tottenham), 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).
(Miss M. M. Wood, 01-248 5757, Ext. 7244)

Linz: KLEIDERHAUS GLOBUS – 1970
This store, the second largest in Linz, Austria, will hold a promotion of British fashion-wear and clothing for men, women and children.
(Mr. A. H. Sammons, 01-248 5757, Ext. 7104)

Hamm, Federal Republic of Germany: September 26-October 4, 1970
Preliminary notice is given of a proposed British Shopping Week at Hamm from September 26 to October 4, 1970. Further particulars will be announced as they become known.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organizers or United Kingdom agents unless participation, with Board of Trade support, in events (also included in Section I) is being considered. The Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number of the Board of Trade is 01-222 7877, extensions :—

Eastern Europe including Eastern Germany	3558	*Malta, Netherlands Switzerland, Spain, Irish Republic*	3072
Cologne, Dusseldorf, Offenbach, Wiesbaden	2569	*United States, Canada*	2788
Other towns in West Germany	3557	*United Kingdom*	3008
Austria, Italy, Portugal	3072	*The rest of the world*	2496
France (Paris only) and Sweden	2783		
Other towns in France, Belgium Luxembourg, Finland, Norway, Denmark	2398		

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1969 General

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 9-16
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 12-23
* Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viole A. Diaz, Cagliari (Tel. 52.854-51-859-57.885).

LYONS: INTERNATIONAL TRADE FAIR – March 22-31.
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

MARSEILLES: SPRING FAIR – March 20-31
Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – April 9-20
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 12-20
* Apply, Internationale Saarmesse Messelgelände, 66 Saarbrücken.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April 19-May 4
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. Knightsbridge 9628).

HANOVER: HANOVER FAIR – April 26-May 4
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

NANTES: NANTES FAIR – April 3-14
Apply, M. Boyer, Champs-de-Mars, Nantes, Loire-Atlantique 44.

ORLEANS: ORLEANS FAIR – April 12-20
Apply, M. Secretain, Hotel de Ville, Orleans, Loiret 45.

AVIGNON: AVIGNON FAIR – April 26-May 4
Apply, M. Chambron, Parc de Champfleury, Avignon.

RENNES: RENNES FAIR – April 26-May 5
Apply, M. Machenaud, 48 boulevard Magenta, Rennes, Ille-et-Villaine 35.

BRUSSELS: INTERNATIONAL TRADE FAIR – April 16-27
Apply, Belgium National Railways, PO Box 4 BY, 167 Regent Street, London, W1 (Tel. Regent 1491).

LIEGE: INTERNATIONAL FAIR (SPRING) – May 3-18
Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

GRAZ: SPRING FAIR – April 26-May 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

TOULOUSE: INTERNATIONAL TRADE FAIR – April 17-28
* Apply, M. Lacassagne, President, Palais-de-la-Foire Toulouse.

GOTHENBURG: SWEDISH TRADE FAIR – May 9-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1

TOURS: INTERNATIONAL TRADE FAIR – May 3-11
Apply, Foires de Tours, Parc des Expositions, Boite Postale 220 Tours 37 (Tel. 53-85-27).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 4-19
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

LILLE: INTERNATIONAL TRADE FAIR – May 8-19
* Apply, Weige Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. Temple Bar 4825/9).

BORDEAUX: INTERNATIONAL TRADE FAIR – May 10-19
Apply, M. Ratabou, Administration de la Foire Inter: Bordeaux, 12 Place de la Bourse, Bordeaux.

NIMES: INTERNATIONAL FAIR – May 10-19
Apply, M. Letac, rue de Bouillarges, Nime, Gard 30.

POITIERS: POITIERS FAIR – May 10-18
Apply, M. le Commissaire General, Hotel de Ville, Poitiers, Vienne 86.

GRENOBLE: GRENOBLE FAIR – May 10-19
Apply, M. Maurin, Palais des Expositions, Grenoble.

BESANCON: BESANCON FAIR – May 10-18
Apply, M. Lagrange, Promenade Chamars, Besancon.

MACON: MACON FAIR – May 10-20
Apply: M. Labruyere, Chambre de Commerce et Industrie, Macon, Saone-et-Loire 71.

LIMOGES: LIMOGES FAIR – May 11-22
Apply, Commissaire General, 59 rue Montmailler, Limoges.

ROUEN: TRADE FAIR – May 14-16
Apply, M. le Commissaire General, 48 Quai de Paris, Rouen, Seine-Maritime 76.

BOLOGNA: INTERNATIONAL TRADE FAIR – May 14-25
Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 16-26
Apply, The Director, Budapest International Fair, Budapest XIV Varosliget.

1969, *continued*

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May-June
Apply, La Societe de la Foire Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

ANGERS: ANGERS FAIR – May 23-June 2
Apply, M. Cointreau, Chambre de Commerce et Industrie, 8 boulevard du Roi Rene, Angers.

MULHOUSE: TRADE FAIR – May 24-June 4
Apply, Commissaire General, 2 rue Pierre-Curie, Mulhouse, Haut-Rhin 68.

REIMS: REIMS FAIR – May 31-June 9
Apply, M. Lemaitre, 63 rue de Chativesle, Reims, Marne 51.

GOTHENBURG: SWEDISH TRADE FAIR – May
Apply, John Buck (Trade Fair Agencies), 44 Newman Street, London, W1.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

PADUA: INTERNATIONAL SAMPLES FAIR – May 29-June 9
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 24-June 8
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June
* Apply, Feria Oficiale International de Muestras, Avenida Maria Cristina, Barcelona.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15
* Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Cristina, Barcelona 4.

NANCY: INTERNATIONAL FAIR – June 5-16
Apply, M. Deiber, Parc des Expositions, Nancy.

AMIENS: AMIENS FAIR (COMMERCIAL, INDUSTRIAL AND AGRICULTURAL) – June 6-16
Apply, M. le President, 22 rue Vatable, Amiens, Somme.

POZNAN: INTERNATIONAL TRADE FAIR – June 8-17
Apply, The Director General, Poznan International Fair, Glogowska Street, Poznan 14.

CHALON-SUR-SAONE: CHALON-SUR-SAONE FAIR – June 14-23
Apply, M. Gros, 46 rue General-Leclerc, Chalon-sur-Saone, Soane-et-Loire 71.

ANTWERP: COMMERCIAL FAIR – June 14-29
Apply, Handelsjaarbeurs van Antwerpen, Schijpoortweg 113, Merksem/Antwerp.

BOURGES: BOURGES FAIR – June 21-29
Apply, M. le President, Hotel de Ville, Bourges.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23
* Apply, State Information & Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. 01-930 2455).

DRAGUIGNAN: DRAGUIGNAN FAIR – June 28-July 6
Apply, M. Jourdan, BP6, Draguignan, Var 83.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
* Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSEN) – August 15-24
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
* Apply, J. S. Rogers, Esq., British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, EC4 (Tel. City 4444).

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – August 2-9
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

MESSINA: INTERNATIONAL TRADE FAIR – August
* Apply, Ente Autonomo Fiere Di Messina, Via Liberta, Messina.

UTRECHT: INTERNATIONAL AUTUMN FAIR – August 31-September 5
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – September 3-14
Apply, Marketing Exhibition Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 4-15
* Apply, M. le President, 9 rue Brûlèe, Strasbourg.

PAU: FAIR AND EXHIBITION – September 4-15
Apply, M. Peninou, 21 rue Louis Barthou, Pau.

DIEPPE: FRANCO-BRITISH TRADE FAIR – September 6-14
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton 1, Sussex.

GHENT: INTERNATIONAL FAIR OF FLANDERS – September 13-28
Apply, Floraliapaleis, Ghent.

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 7-14
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, SW7 (Tel. Knightsbridge 6938).

BARI: INTERNATIONAL LEVANT FAIR – September 10-23
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. Hunter 1951).

LE MANS: SAMPLES FAIR – September 11-15
Apply, M. Gauthier, Quinconce-des-Jacobins, Le Mans, Sarthe 72.

CHAMBERY: CHAMBERY FAIR – September 12-21
Apply, M. Seve, 14 Quaides Allobroges, Chambery.

CLERMONT-FERRAND: CLERMONT-FERRAND FAIR – September 12-21
Apply, M. le President, 4 boulevard Trudaine, Clermont-Ferrand, Puy-de-Dome.

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September 13-28
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1.

MARSEILLES: INTERNATIONAL FAIR – September 18-29
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 19-28
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

ST.-ETIENNE: ST.-ETIENNE FAIR – September 19-29
Apply, M. Troselli, 3 rue de Charles-de-Gaulle, St.-Etienne, Loire 42.

CAEN: CAEN FAIR – September 19-29
Apply, M. le President, Parc des Expositions, Caen, Calvados 14.

PLOVDIV: INTERNATIONAL FAIR – September 21-30
* Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blvd., Plovdiv, Bulgaria.

BULGARIA: PLOVDIV INTERNATIONAL FAIR – September 21-30
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 12-22
Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LIEGE: COMMERCIAL FAIR (AUTUMN) – September
Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

INNSBRUCK: EXPORT AND SAMPLES FAIR – September-October
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7.

GRAZ: AUTUMN FAIR – September 27-October 5
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

METZ: INTERNATIONAL AUTUMN FAIR – October 1-12
* Apply, Mrs. M. C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

ZARAGOZA: NATIONAL SAMPLES FAIR – October 2-16
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 11-19
Apply, President, Parc du Polygone, Montpellier (Herault).

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 19-27
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – March 22-31
* Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-Sur Seine.

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March 1-9
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 4-9
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 9-17
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – March 25-30
Apply, M. le President, 9 rue Ozenne, Toulouse.

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April 10-18
Apply, Director General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

HELSINKI: INTERNATIONAL AGRICULTURAL AND HOUSEHOLD EXHIBITION (TEHO) – April 18-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESBJERG: INTERNATIONAL FISHERIES FAIR – April-May
* Apply, 'Ufesas' Ryvangs Ave' 20, Copenhagen.

FOGGIA: AGRICULTURAL FAIR – April 30-May 8
Apply, Ente Autonomo Fiera di Foggia, Foggia Palazzo Camera di Commercio, Via Dante 27, Foggia.

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM) – May 13-17
Apply, 'Victam' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

LIEMPDE: AGRICULTURAL MACHINERY EXHIBITION – May 7-8
Apply, Noord-Brabantse Christellijke Boerenbond, Afdeling Tuinbouwbond, Spoorlaan 350, Tilburg.

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Regio Emilia, Italy.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 6-15
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 1-15
* Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo.

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 26-July 6
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 7-17
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, SW17 (Tel. 01-673 8433).

REID/INNKREIS: INTERNATIONAL AGRICULTURAL EXHIBITION – August 30-September 7
Apply, Osterreichische Landwirtshaftsmesse Ried IM, Innkreis.

TRONDHEIM: OFFICIAL FISHERIES FAIR – August 14-24
Apply, Norges Varemesse, Dammensveien 154 Skoyen Oslo 2.

NANCY: LORRAINE AGRICULTURAL EXHIBITION – September 20-22
Apply, M. Deiber, Parc des Expositions, Nancy.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 12-22
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W1 (01-723 0701).

MALMO: SIDELINES OF AGRICULTURE AUTUMN EXHIBITION – October 24-26
Apply, Malmohus Lans Hushallningssallskap, Carlsgatan 10, S-211 20 Malmo.

BOLOGNA: AGRICULTURAL EXHIBITION E.M.I.A. – November 12-16
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 3-7
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 29-June 8
† Apply, M. Maillet, 4-6 rue Galilee, Paris 16e.

TOULOUSE: AERONAUTICAL AND SPACE EXHIBITION – June 21-29
Apply, M. Nadal, 6 rue Deville, Toulouse, Haute-Garonne.

TOUSSOS-LE-NOBLE: INTERNATIONAL LIGHT AVIATION SHOW – September 11-15
Apply, M. Reuter, 18 boulevard Maillot, Neuilly-sur-Seine, Hauts-de-Seine 92.

Books and Periodicals

BRUSSELS: INTERNATIONAL BOOK FAIR – March 21-30
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, 32 Avenue Louise, Brussels 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-23
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – October 8-13
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

BRUSSELS: INTERNATINAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1-9
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

CANNES: INTERNATIONAL AWARD FOR TOWN PLANNING AND ARCHITECTURE – March 10-16
Apply, Construction et Humanisme, Tour Nobel, 3 Avenue du General de Gaulle, 92-Puteaux.

UTRECHT: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

COPENHAGEN: 'BUILDING FOR BILLIONS' – April 18-27
Apply, Byggecentrum, Gylden lovesgade 19, DK 1600 Copenhagen V.

PARIS: INTERNATIONAL SURFACE TREATMENT AND INDUSTRIAL FINISHING EXHIBITION – May 6-14
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

HALSINGBORG: INTERNATIONAL EXHIBITION OF MACHINES FOR PUBLIC WORKS BUILDING AND TRANSPORT – May 10-18
Apply, AB Halsingborgsutstallningar, Hamntorget, 252 21 Halsingborg.

AMSTERDAM: INTERNATIONAL CONGRESS AND EXHIBITION OF THE PRE-CAST CONCRETE INDUSTRY – May 17-23
Apply, Organisatie Bureau Amsterdam NV, Postbus 7205, Amsterdam.

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May 29-June 4
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

OSLO: ROAD '69 EXHIBITION – June 7-15
Apply, The Scandinavian Association of Road Technology, Exhibition Office: Rosenkrantzgt 22, Oslo 1.

SARPSBORG: EXHIBITION OF BUILDING MATERIALS AND INTERIOR DECORATION EQUIPMENT – September
Apply, Hval and Lund, Vognmannsgt 8, Oslo 1.

VIENNA: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – September 1-5
Apply, International Water Supply Association, 34 Park Street, London, W1 (Tel. 01-499 1092/3).

MUNICH: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 6-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: INTERNATIONAL MUNICIPAL EQUIPMENT EXHIBITION – September 10-14
Apply, Brussels International Trade Fair Management, Palais du Centenaire, Brussels.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 4-12
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

MADRID: INTERNATIONAL BUILDING AND PUBLIC WORKS EXHIBITION – October 16-31
Apply, Exinco, Calle de Alcata 42, Madrid 14.

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE '69) – November 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 20-30
† Apply, M. le Prince, 1 avenue Neil, Paris 17e.

Chemicals and Allied Industries including Plastics

BRUSSELS: EUROPEAN PLASTICS EXHIBITION (EUROPLASTICA) – March 22-30
Apply, Europlastica, Palais du Centenaire, Brussels (Tel. 20/78 48 60).

COPENHAGEN: INTERNATIONAL PLASTICS FAIR (NORD PLAST) – March 25-31
Apply, Udstillingsselskabet Ufesas Ryvangs Allé 20, 2100 Copenhagen Ø.

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 7-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28
* Apply Comité Francais des Aèrosols, 32 rue de Paradis, Paris 10e.

BERLIN: 71ST GERMAN SOAP FAIR – September 6-9
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Exhibitio

The Industrial & Trade Fairs Holdings Group, by far the most powerful Exhibition Organisation in the world today, is in a unique position to offer companies both large and small, from Britain or overseas, the opportunity to participate in established, successful exhibitions or to discuss the possibility of creating new group selling activities anywhere in the world.

THE INDUSTRIAL & TRADE FAIRS HOLDINGS GROUP

COMMONWEALTH HOUSE, NEW OXFORD ST., LONDON, W.C.1

Tel.: 01-242 9011 Cables: Indatfa London WC1 Telex: 262567

WHOLLY-OWNED SUBSIDIARIES

Industrial and Trade Fairs Ltd.
Industrial and Trade Fairs International Ltd.
Industrial and Trade Fairs (Ireland) Ltd.
F. W. Bridges & Sons Ltd.
The Trades' Markets and Exhibitions Ltd.
Scottish Trades' Markets and Exhibitions Ltd.
Provincial Exhibitions Ltd.
Trade Fairs and Promotions Ltd.
British Overseas Fairs Ltd.

ASSOCIATED COMPANIES

Industrial and Trade Fairs Pty. Ltd. (Australia)
Construction Equipment Exhibitions Ltd.
Ibsac Ltd.
Men's and Boys' Wear Exhibitions Ltd.

EXHIBITIONS ORGANISED BY THE INDUSTRIAL & TRADE FAIRS HOLDINGS GROUP OF COMPANIES

INDUSTRIAL & TRADE FAIRS LTD.

Engineering Materials and Design International Exhibition and Conference
Fashion in Footwear Exhibition
i Industrialised Building Systems and Components Exhibition (Ibsac)
Industrial Photographic and Television Exhibition
International Carpet, Linoleum and Floor Coverings Fair (Carpex)
I International Construction Equipment Exhibition and Conference
I International Men's and Boys' Wear Exhibition (Imbex)
International Packaging Exhibition (Pakex)
International Watch and Jewellery Trade Fair
London International Food and Drink Fair
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
The International Television & Radio Show
The Soviet Exhibition

F. W. BRIDGES & SONS LTD.

International Chemical and Petroleum Engineering Exhibition
International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition (Coin-Op Ex.)
International Laundry, Dry Cleaning and Allied Trades' Exhibition
II International Printing Machinery and Allied Trades Exhibition (Ipex)
International Welding Exhibition
London International Engineering and Marine Exhibition
Preservation and Packaging of Food Exhibition and Congress
III The International Furniture Show

INDUSTRIAL & TRADE FAIRS INTERNATIONAL LTD.

British Industrial Exhibition, Sao Paulo, Brazil

PROVINCIAL EXHIBITIONS LTD.

Building Trades' Exhibition
'Do-It-Yourself' Exhibition, Manchester
Food, Cookery and Catering Exhibition
Industrial Equipment and Services Exhibition
Irish Materials Handling Exhibition
Irish Packaging Exhibition
Liverpool 'Brighter Homes and Do-It-Yourself' Exhibition
Manchester Brighter Homes Exhibition
Northern Reprographic Exhibition

SCOTTISH TRADES' MARKETS & EXHIBITIONS LTD.

Scotland's Food Exhibition

THE TRADES' MARKETS & EXHIBITIONS LTD.

International Bakers and Confectioners Exhibition (Interbake 69)
International Brewing, Bottling and Allied Trades Exhibition (Brewex)
International Dairy Engineering and Food Machinery Exhibition
Iv International Hotel and Catering Exhibition (Hotelympia)
The Northern Bakers' and Confectioners' Exhibition

INDUSTRIAL & TRADE FAIRS (IRELAND) LTD.

Irish International Food and Drink Fair
Shop Equipment Show

INDUSTRIAL & TRADE FAIRS PTY. LTD.

International Trade Fair, Sydney
Australian Catering Trade Fair, Sydney
Mechanical and Materials Handling Exhibition and Conference, Sydney
Chemical Petroleum and Gas Industries Exhibition, Sydney
Machine Tool Exhibition, Sydney
International Container Services and Equipment Exhibition, Melbourne
International Packaging and Printing Exhibition, Sydney
International Dairy Equipment Exhibition, Sydney

OVERSEAS EXHIBITIONS ORGANISED BY INDUSTRIAL & TRADE FAIRS INTERNATIONAL LTD.

1954 British Trade Fair, Baghdad
1955 British Exhibition, Copenhagen
1957 British Trade Fair & Exhibition, Helsinki
1958 British Industry Pavilion at Universal and International Exhibition, Brussels
1959 British Trade Fair, Lisbon
1960 British Exhibition, New York
1961 British Trade Fair, Moscow
1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Peking
British Exhibition and British Fortnight, Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exhibition 'Chemistry in Industry, Construction and Agriculture', Moscow
1966 British Trade Fair and British Fortnight, Oslo
British Industrial Exhibition, Moscow
British Industrial Exhibition, Mexico City
1967 British Industrial Fair, Production Show '67, Toronto
British Pavilion, British Columbia International Trade Fair, Vancouver
1968 British Industrial Exhibition, Bucharest

All exhibitions are run in close co-operation with the trade association or group of trade associations most directly concerned with the industry.

i These exhibitions are promoted by joint companies formed with trade associations, in which the majority shareholding is held by the associations, and are organised by a subsidiary of Industrial and Trade Fairs Holdings Ltd.

ii Organised by F. W. Bridges & Sons Ltd. and promoted by the association of British Manufacturers of Printers' Machinery Proprietary Ltd.

iii Organised for B.F.M. Exhibitions Ltd. by F. W. Bridges & Sons Ltd.

iv Organised for The Hotel & Catering Exhibition (London) Ltd. by The Trades' Markets & Exhibitions Ltd.

ns Contact Industrial & Trade Fairs, anywhere in the World

ITF

CURRENT EXHIBITIONS CALENDAR

1969

British Industrial Exhibition, Ibirapuera Park, Sao Paulo, Brazil
March 5 - 16.

Scotland's Food Exhibition, Waverley Market, Edinburgh
March 11 - 22.

Brighter Homes Exhibition
March 11 - 29 City Hall, Manchester.

International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition – Coin-Op Ex. 69
April 21 - 26 Earls Court, London.

International Chemical and Petroleum Engineering Exhibition
April 22 - 30 Earls Court, London.

London International Engineering and Marine Exhibition
April 22 - 30 Olympia, London.

International Welding Exhibition
April 22 - 30 Olympia, London.

Preservation & Packaging of Food Exhibition & Congress
June 23 - 27 The Exhibition & Conference Centre, Harrogate.

International Container Services and Equipment Exhibition
June 23 - 27 Melbourne, Australia.

Irish International Food and Drink Fair
August 30 - September 7 Royal Dublin Society, Dublin.

Shop Equipment Show
August 30 - September 4 Royal Dublin Society, Dublin.

International Bakers and Confectioners Exhibition – Interbake 69
September 6 - 11 Olympia, London.

Northern Floor Coverings Fair
September 9 - 12 The Exhibition Centre, Harrogate.

Food, Cookery and Catering Exhibition
September 9 - 20 City Hall, Manchester.

International Watch and Jewellery Trade Fair
September 15 - 19 Earls Court, London.

International Construction Equipment Exhibition
October 6 - 11 Crystal Palace, London.

International Trade Fair 1969
October 16 - 25 Sydney, Australia.

12th 'Do-it-Yourself' Exhibition
November 11 - 22 City Hall, Manchester.

1970

International Hotel and Catering Exhibition – Hotelympia
January 6 - 15 Olympia, London.

International Men's and Boys' Wear Exhibition – Imbex 70
February 23 - 27 Earls Court, London.

International Carpet, Linoleum & Floor Coverings Fair – Carpex 70
February 23 - 27 Earls Court, London.

Brighter Homes Exhibition
March 3 - 21 City Hall, Manchester.

Scotland's Food Exhibition
April 14 - 25 Kelvin Hall, Glasgow.

Catering Trade Fair
April 27 - May 1 Sydney, Australia.

International Packaging & Printing Exhibition – Pakprint 70
May 11 - 15 Sydney, Australia.

Northern Reprographic Exhibition
May 18 - 22 City Hall, Manchester.

International Packaging Exhibition – Pakex 70
June 22 - 26 Olympia, London.

Industrial Equipment and Services Exhibition
September City Hall, Manchester.

Northern Floor Coverings Fair
September 8 - 11 The Exhibition Centre, Harrogate.

Irish Packaging Exhibition
September 14 -18 Royal Dublin Society, Dublin.

International Dairy Equipment Exhibition
October 12 - 16 Sydney, Australia

Building Trades Exhibition
October 19 - 24 City Hall, Manchester.

13th 'Do-it-Yourself' Exhibition
November 10 - 21 City Hall, Manchester.

1971

London International Engineering and Marine Exhibition
April 21 - 29 Earls Court and Olympia, London.

International Welding Exhibition
April 21 - 29 Earls Court and Olympia London.

International Printing Machinery and Allied Trades Exhibition – Ipex 71
July 13 - 24 Earls Court and Olympia, London.

International Trade Fair
August 13 - 22 Sydney, Australia.

Machine Tool Exhibition
October 14 - 23 Sydney, Australia.

Representatives of the Group may be contacted through:

ARGENTINE
THE BRITISH CHAMBER OF COMMERCE Buenos Aires

AUSTRALIA
THE MELBOURNE CHAMBER OF COMMERCE Melbourne
ADELAIDE CHAMBER OF COMMERCE Adelaide
HOBART CHAMBER OF COMMERCE Hobart

BELGIUM & LUXEMBOURG
M. Georges Bouhon, 92 Avenue de Tervueren, Brussels

BRAZIL
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo

CANADA
HALIFAX BOARD OF TRADE Halifax
THE MONTREAL BOARD OF TRADE Montreal

CHILE
THE BRITISH CHAMBER OF COMMERCE Santiago

CZECHOSLOVAKIA
FOREIGN TRADE PUBLICITY CORPORATION Prague

FRANCE
BRITISH CHAMBER OF COMMERCE Paris
REGIONAL COUNCIL OF THE BRITISH CHAMBER OF COMMERCE Marseilles

GERMANY
BAVARIA (LASSEN & CO. GmbH, Munich)

GIBRALTAR
THE GIBRALTAR CHAMBER OF COMMERCE Gibraltar

HUNGARY
HUNGEXPO PRESTO Budapest

INDIA
THE BENGAL CHAMBER OF COMMERCE AND INDUSTRY Calcutta

ITALY
THE BRITISH CHAMBER OF COMMERCE Milan

KENYA
NAIROBI CHAMBER OF COMMERCE Nairobi

MALAYA
THE STATES OF MALAYA CHAMBER OF COMMERCE Kuala Lumpur

MEXICO
CAMERA DE COMERCIO BRITANICA A.C. Mexico City

NETHERLANDS
C.K.H. (Centrale Kamar Van Handelsbevordering) The Hague

NEW ZEALAND
AUCKLAND CHAMBER OF COMMERCE Auckland
CANTERBURY CHAMBER OF COMMERCE Christchurch
WELLINGTON CHAMBER OF COMMERCE Wellington

NIGERIA
LAGOS CHAMBER OF COMMERCE Lagos

PAKISTAN
AGRABAD CHAMBER OF COMMERCE AND INDUSTRY Chittagong

PORTUGAL
THE BRITISH CHAMBER OF COMMERCE Lisbon
BRITISH CHAMBER OF COMMERCE Madeira
BRITISH CHAMBER OF COMMERCE Oporto

SINGAPORE
SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE Singapore

SPAIN
BRITISH CHAMBER OF COMMERCE Madrid
BRITISH CHAMBER OF COMMERCE Barcelona
BRITISH CHAMBER OF COMMERCE Bilbao
BRITISH CHAMBER OF COMMERCE Valencia

SWEDEN
BRITISH-SWEDISH CHAMBER OF COMMERCE Stockholm

SWITZERLAND
THE BRITISH-SWISS CHAMBER OF COMMERCE Zurich

TURKEY
THE BRITISH CHAMBER OF COMMERCE Istanbul

URUGUAY
THE BRITISH CHAMBER OF COMMERCE Montevideo

U.S.A.
THE BRITISH-AMERICAN CHAMBER OF COMMERCE AND BRITISH TRADE CENTRE, New York
BRITISH-AMERICAN CHAMBER OF COMMERCE Los Angeles
BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTRE San Francisco
BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago

VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

1969, *continued*

DÜSSELDORF: KOSMETICA '69 AND 71ST GERMAN SOAP FAIR – September 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

GOTHENBURG: INTERNATIONAL ANTI-CORROSION AND PROTECTIVE COATING EXHIBITION (SCANCORR) – October 9-15
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

FRANKFURT: INTERNATIONAL PAINT AND VARNISH EXHIBITION – October 16-19
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

GOTHENBURG: INTER NORDIC PLASTICS EXHIBITION – November 20-26
Apply, Scandinexpo AB, Stampgat 38, 411 01 Gothenburg C.

Clothing

COPENHAGEN: INTERNATIONAL FASHION FAIR – March 23-26
Apply, Udstillingshallen Forum A/S, Jul Thomsens Plads, 1925 Copenhagen V.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – March 23-26
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

MUNICH: FASHION WEEK – March 23-27
* Apply, Mode-Woche München GmbH, 8 München 90, Brechersplitzstrasse 7.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 16-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

GOTHENBURG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM III) – April 12-25
Apply, Mr. Boos, Boras Masan AB, Gothenburg.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 11-13
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 20-24
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April 12-17
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

BERLIN: FASHION WEEK – April 9-18 (INCLUDING 'INTERCHIC' – April 9-13)
* Apply, Industrie Und Handelskammer Zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – April 13-16
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND HOSIERY INDUSTRIES EQUIPMENT – April 12-17
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

OSLO: TEENAGE FAIR – April 17-27
Apply, Paragon (Publicity and Public Relations) Ltd., 17-19 Stratford Place, London, W1 (Tel. 01-499 7651).

OSLO: CHILDREN'S MARKET – May 29-June 10
Apply, Norges Varemesse, Postboks 130, Skoyen, Oslo 2.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (RIERA DELLA CASA) – June 21- July 5
Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vicenzo Tecchio 51, Naples.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 22-24
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

TURIN: INTERNATIONAL CLOTHING EXHIBITION MARKET – September
Apply, Mrs. R. Stewart, 12 Montagu Mansions, York Street, London, W1 (Tel. Hunter 4100).

AMSTERDAM: 'HERENMODEBEURS' GENT'S FASHION WEAR – September 8-10
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

COPENHAGEN: INTERNATIONAL FASHION FAIR – September 21-24
Apply Udstillingshallen Forum A/S, Jul Thomens Plads, 1925 Copenhagen V.

MUNICH: FASHION WEEK – October 5-9
* Apply, Mode Woche München GmbH, 8 München 90, Brechersplitzstrasse 7.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – October 12-15
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

BERLIN: FASHION WEEK – October 13-24 (INCLUDING 'INTERCHIC' – October 13-17)
* Apply, Industrie Und Handelskammer Zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – October 19-22
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 24-26
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

NICE: COTE D'AZUR FASHION FESTIVAL – October 25-November 1
Apply, M. Viterbo, 2 boulevard Victor-Hugo, Nice.

BRUSSELS: INTERNATIONAL BABY SHOW – November 7-11
Apply, Belgian National Railways, PO Box 4BY, 167 Regent Street, London, W1 (Tel. Regent 1497).

PARIS: CHILDREN'S FASHION SHOW – November 8-11
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: CHILDREN'S FASHION SHOW – November 8-11
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

Display and Shop Equipment

UTRECHT: INTERNATIONAL TRADE FAIR FOR SHOP FITTINGS AND DISPLAY (MACROSHOP) – March 2-7
Apply, Kon. Neder. Jaarbeurs, and Stichting Rationele distributie Kastenjelaan 53, Arnhem.

Engineering, Radio and Electrical Goods

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 4-8
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 6-11
Apply, Commissaire General, 16 Rue de Presles, Paris 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March 28-April 2
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April 12-18
Apply, M. Chevry, 5 rue Bellini, Puteaux, Hauts-de-Seine.

ANTWERP: ELECTRICAL HOUSEHOLD EQUIPMENT FAIR (ELEKTRA) – May 29-June 3
Apply, Stedelijke Feestzaal, V. Christiaens, Bleekhofstraat 119/8H, Borgerhout/Antwerp.

COPENHAGEN: RADIO AND TELEVISION EXHIBITION – August 22-31
Apply, Elektronikfabrikantforeningen i Denmark, Neils Hemmingsensgade 9, Copenhagen K.

PARIS: RADIO AND TELEVISION EXHIBITION – August 30-September 8
Apply, Commissaire General 16, Rue de Presles, Paris, 15e (Tel. 273-24-70).

STUTTGART: GERMAN RADIO AND TELEVISION EXHIBITION – August 29-September 7
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

BRUSSELS: INDUSTRIAL ELECTRICITY FAIR – September 3-7
Apply, 14 rue Duquesnoy, Brussels, 1.

AMSTERDAM: RADIO AND TV AND ELECTRONIC EXHIBITION 'FIRATO' – September 19-28
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September-October
* Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen V.

GENOA: INTERNATIONAL FAIR FOR MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel Regent 0511).

GOTHENBURG: ELECTROTECHNICAL EXHIBITION (ELFACK '69) – October 28-November 2
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, W1 (Tel. Museum 9325).

MUNICH: TRADE FAIR AND SYMPOSIUM ON EDUCATIONAL ELECTRONICS – November 10-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Engineering, Other

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May 6-14
† Apply, M. Ollive, 20 rue Carpeaux, 92 Puteaux (Seine).

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October 20-25
Apply, Salon International Des Techniques Et Pneumatiques, 20 rue Carpeaux, Puteaux (Seine).

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, Mr. J. Schaffer (Tel. 01-222 7877, Ext. 2785).

PARIS: EUROPEAN MACHINE TOOL EXHIBITION – June 23-July 2
Apply, Commissariat Général, 150 Boulevard Bineau, 92 Neuilly.

UTRECHT: INTERNATIONAL EUROPEAN EXHIBITION OF METAL FINISHING VOM '69 – September 9-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESSEN: WELDING AND CUTTING FAIR – September 20-28
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September 25-October 6
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15 Turin.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – September 28-October 6
Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 9-14
Apply, Fiora di Padova, Tramag, Via N. Tommases, Padua.

STOCKHOLM: TECHNICAL FAIR – October 1-7
* Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

MILAN: EXHIBITION OF HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID 69) – October 21-26
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '69) – October 31-November 9
* Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

ROTTERDAM: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28
Apply, Scientific Surveys Ltd., 11a Gloucester Road, SW7 (Tel. 584 2945).

Fancy Goods, Jewellery and Giftware

PARIS: BUSINESS GIFT FAIR – March 26-April 2
Apply, M. de Vaubernier, Salon le Cadeau et l'Entreprise, 12 boulevard de la Madeleine, Paris, 8e.

BRUSSELS: GIFT FAIR – September 6-13
Apply, Salon du Cadeau et de l'Objet d'Art, 2 Rue de la Melodie, Brussels, 8.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September 8-15
Apply, M. Jullien, 10 rue Charlot, 75-Paris, 3e.

ANTWERP: GIFT SHOW – December 17-29
Apply, Geschenkenbeurs 'Kado', Stedelijke Feestzaal, Louizastraat 10-12, Antwerp.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST 69-KIOSK 69) – March 4-8
Apply, Interrest 69-Kiosk 69, Box 4034, 203 12 Malmo.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March 22-30
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April 19-23
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 19-27
Apply, CES (Overseas) Ltd., 1/3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

DIJON: INTERNATIONAL WINES AND FOOD EXHIBITION – April 18-24
Apply, M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon, Cote-d'Or 21.

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

DUBLIN: IRISH NTERNATIONAL FOOD AND DRINK FAIR – August 30-September 7
Apply, Industrial and Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin 2.

BRUSSELS: FOOD INDUSTRY TRADE FAIR – September 3-8
Apply, Sogestor, 14 Rue Duquesnoy, Brussels 1.

PARMA: INTERNATIONAL EXHIBITION PRESERVED FOODS AND PACKING – September 20-28
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) – October 1-4
Apply, RESTA, Stadiongatan 25, Box 19015, Malmo 19.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 9-20
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

DIJON: INTERNATIONAL GASTRONOMY EXHIBITION – October-November
Apply, M. Bourcier, Palais des Expositions, boulevard de Champagne, Dijon, Cote-d'Or 21.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1.

HELSINKI: FOOD FAIR – November 12-16
Apply, Finish Fair Corporation, Helsinki 25 (Tel. Helsinki 440011).

COPENHAGEN: FAIR FOR THE HOTEL AND RESTAURANT BUSINESS – November 14-23
* Apply, Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING (IGEHO) – November 13-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PRESTIGE ADVERTISING
PERSONAL PLANNER DIARIES

1970 MODELS READY NOW

* EVEN MORE INFORMATION
* PLASTIC OR LEATHER
* LONG INTERNATIONAL VERSION
* SHORT 14 MONTH MODEL
* ADDRESS AND MEMO SECTIONS

Send for sample NOW and General Catalogue

ADVERTISING GIFTS • SALES AIDS

Prestige Advertising (Gift Novelties Ltd.) • Prestige House • 2/3 Great Pulteney St. London W.1. • 01-437-0931

1969, *continued*

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 1-5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

HELSINKI: FINNISH INTERNATIONAL SHOE EXHIBITION – March 16-17
Apply, Mr. Karjarinta, Suomen Kenkakauppiaiden Liitto Ry., Fredrikinkatu 67e, Helsinki 10.

VIENNA: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – March 23-24
Apply, Hans Binder, Vienna X, Columbusgasse 65.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 22-29
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

MOSCOW: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K3 USSR.

VIENNA: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – September 21-22
Apply, Hans Binder, Vienna X, Columbusgasse 65.

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 16-22
Apply, Feria International del Calzado y Industrias a Fines, Elda Alicante.

GOTHENBURG: SWEDISH FOOTWEAR EXHIBITION – September 23-24
Apply, Federation of Swedish Import Agents (SIAF), and Federation of Swedish Leather and Shoe Manufacturers.

Furniture, Furnishings, Household Equipment and Hardware

LYONS: INTERNATIONAL HARDWARE FAIR – March 29-31
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 4-16
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

AMSTERDAM: 24TH INTERNATIONAL HOUSEHOLD FAIR – April 10-20
Apply, Geirt vd, Veenstratt 94, Amsterdam.

PARIS: EUROPEAN EXHIBITION OF HOME HYGIENE – April 19-28
Apply, M. Desmarest, 164 rue du Faubourg St.-Honore, Paris 8e.

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE, AND LIGHT CONSTRUCTIONAL BUILDING (INTERZUM) – June 11-15
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

TURIN: DOMESTIC ART EXHIBITION – June 14-27
Apply, Segretaria Generale, Corso Massimo, d'Azeglio 15, Turin.

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 21-July 5
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vincenzo Tecchio 51, Naples.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 12-14
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

STOCKHOLM: CARPET EXHIBITION (GOLVEX) – September 4-7
Apply, R. Asp, GOLVEX, Norrlandsgatan 22, 111 43 Stockholm.

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10
* Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

GOTHENBURG: INTERNATIONAL EXHIBITION OF HOUSEHOLD GOODS – September 6-14
Apply, Utstallningen Dagens Hushall, Gothenburg Kopmannaforbund Vasagat 52, 411 37 Gothenburg.

BRUSSELS: CARPET, FLOOR AND WALL COVERING SHOW – September 13-21
Apply, Salon du Tapis et Revetement, Sol, Mur, 179 Avenue du Domaine, Brussels, 19.

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September 6-11
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 4-7
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

TOULOUSE: DOMESTIC ARTS EXHIBITION – October 4-19
Apply, M. Sicre, 4 rue Jouxt-Aignes, Toulouse.

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October 4-19
Apply, SMIPA, 29/31 Boulevard du Jardin Boutanique, Brussels, 1.

OSLO: TODAYS HOUSEKEEPING, (DAGEN HUSHOLDING) – October
Apply, The Association of Grocery Retailers Oslo 1, Akersgt 32.

GENEVA: IDEAL HOME EXHIBITION – October 20-November 9
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 29-November 11
Apply, M. Mangeret, 11 rue Anatole-de-la-Forge, Paris, 17e.

BORDEAUX: EXHIBITION OF DOMESTIC COMFORT –October 31-November 11
Apply, M. Ratabou, 12 Place de la Bourse, Bourdeaux.

LILLE: WOMEN'S AND CHILDREN'S HOME COMFORT FAIR – October 31-November 31
Apply, M. Bouchery, Palais de la Foire, Lille, Nord 59.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 3-8
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: FURNITURE EXHIBITION – November 27-December 2
Apply, Foire du Meuble, 13/15, Rue de Livourne, Brussels, 5.

Handicrafts

HERNING: HOBBY AND VACATION SHOW – April 2-7
* Apply, A/S Herning Hallen, Herning, Denmark.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April 28-May 8
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Liberta 1, Florence.

LYONS: DO-IT-YOURSELF EXHIBITION – May 10-19
Apply, M. le President, Palais des Congres, Quai A.-Lignon, Lyon.

OSLO: DO-IT-YOURSELF EXHIBITION – May 8-18
Apply, Norges Varemesse, Postboks 130, Skoyen, Oslo 2.

ESSEN: GERMAN SEWING MACHINE EXHIBITION – June 20-23
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August 22-31
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING: CRAFTS AND INDUSTRIES FAIR 'HI-69' –September 6-14
* Apply, A/S Herning Hallen, Herning, Denmark.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – September 10-15
Apply, M. Guillot, 45 rue des Petites Ecuries, Paris, 10e.

COURTRAI: DO-IT-YOURSELF FAIR – September 20-29
Apply, Salon du Bricolage, Doorniksesteenweg 216, Kortrijk.

NICE: DO-IT-YOURSELF EXHIBITION – October 4-13
Apply, M. Devos, 43 rue du Louvre, Paris, 1er.

MALMO: DO-IT-YOURSELF EXHIBITION OF SPORT, HOBBY AND VACATION ARTICLES – October 31-November 4
Apply, SYDEXPO AB, Vastanvag 7, 216 13 Malmo.

PARIS: DO-IT-YOURSELF EXHIBITION – November 6-17
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris, 1er.

BRUSSELS: DO-IT-YOURSELF AND LEISURE HOBBIES EXHIBITION – November
Apply, SOGESTOR 14 Rue Duquesnoy, Brussels 1 (Tel. 12.21.87).

TOULOUSE: DO-IT-YOURSELF EXHIBITION – December 6-14
Apply, M. Devos, Parc des Expositions, Toulouse.

Heating and Ventilating

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9
* Apply, CES (Overseas) Ltd., 1/3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

GOTHENBURG: INTERNATIONAL HEATING, VENTILATING AND SANITARY INSTALLATION FAIR (VVS 'PF) – March 20-27
Apply, The Swedish Association of Heating and Ventilation Engineers, Hantverkargatan 8, Stockholm K.

MILAN: HEATING, AIR CONDITIONING, REFRIGERATION AND HYDROSANITARY EXHIBITION AND CONGRESS – March
Apply, Mostra-Convegno-Riscaldamento-Condizionamen Refrigerazione-1, Drosanitaria Via Cesare Battisti 1, Milan.

UTRECHT: NTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

OSLO: HEATING, SANITATION AND VENTILATION EXHIBITION – October 15-26
Apply, Studieselskapet for Norsk Industri, Forskningsvn 1, Oslo 3.

Horticulture and Horticultural Equipment

PARIS: INTERNATIONAL FLOWER EXHIBITION – April 23-October 5
Apply, Commissariat General des Floralies Internationales, 9 rue de la Perle, Paris, 3e.

DORTMUND: EUROPEAN HORTICULTURAL SHOW (EUROFLOR) – April 25-October 12
Apply, Westfalenhalle GmbH, 4600 Dortmund, Rheinlanddamm 200.

VALENCIENNES: FLOWER SHOW – May
Apply, Commissaire Generale des Floralies, Valenciennes (Nord).

Hospital, Medical, Surgical and Dental Equipment

ZAGREB: V INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 27-June 1
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – September
† Apply, Secretariat, Avenue du Domaine, Brussels, 5.

DUBLIN: BRITISH VETERINARY ASSOCIATION CONGRESS AND EXHIBITION – September 1-4
Apply, The British Veterinary Association, 7 Mansfield Street, London, W1M 0AT (Tel. 636 6541/4).

ZURICH: INTERNATIONAL TRADE FAIR FOR HOSPITAL AND MEDICAL EQUIPMENT – September 3-7
Apply, Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

DUBLIN: WORLD CONGRESS AND EXHIBITION OF THE INTERNATIONAL SOCIETY FOR THE REHABILITATION OF THE DISABLED – September 14-19
Apply, 11th World Congress Secretariat, 18 Merrion Road, Ballsbridge, Dublin 4.

UTRECHT: HET INSTRUMENT MEDICA '69 MEDICAL EXHIBITION – October 7-16
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 4-8
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

VIENNA: INTERNATIONAL TRADE EXHIBITION FOR HOSPITAL, MEDICAL AND LABORATORY EQUIPMENT – November
† Apply, Werbung Scherbetz, Kingerspitalgasse 4, 1090 Vienna.

VIENNA: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – November
Apply, M. Rodler, Medizinische Ausstellungs – and Werbe – Gesellschaft.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November 10-17
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – November
† Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 rue de Picpus, Paris 12e.

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27
Apply, RAI Gebow NV, 8 Europaplein, Amsterdam.

Leather, Leather Goods and Fur

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 1-5
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL FUR FAIR – April 23-27
* Apply, Frankfurter Rauchwaren Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 12-17
* Apply, M. Lebel, 36 avenue de l'Opera, Paris 1e.

MILAN: INTERNATIONAL LEATHER EXHIBITION – June
Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 23-27
* Apply, Offenbacher Messe MmbH, 605 Offenbach-am-Main, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 12-17
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September
Apply, Secretariat de L'Institut National du Commerce, Lange Krins Stroat 7, Ghent.

Motor Vehicles, Motor Cycles and Cycles

GENEVA: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE SHOW – March 13-23
* Apply, Secretariat permanent, Case postale 1211, 1200 Geneva.

MALMO: 'MOTOR '69' – March 22-30
Apply, SYDEXPO AB, Vastanvag 7, 216 13 Malmo.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW AND CARAVANS – April 3-7
Apply, Mr. Picko Troberg, Grevgatan 4, 114 53 Stockholm.

TURIN: COMMERCIAL VEHICLE EXHIBITION – April 12-20
Apply, Comitato Organizzatore, Salone, Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

MADRID: 3RD EXHIBITION OF AUTOMOBILES AND ALLIED MACHINERY (FAMO) – April 19-May 27
Apply, Avenue de Portugal, s/n, Madrid.

BELGRADE: INTERNATIONAL FAIR OF ENGINEERING AND MOTOR VEHICLES – April 19-27
Apply, ARPENT, Corringales, Hatfield Heath, Bishops Stortford, Herts (Tel. Hatfield Heath 315).

HELSINKI: INTERNATIONAL MOTOR SHOW – May 9-18
Apply, Finnish Fair Corporation, Helsinki 25

PRAGUE: INTERNATIONAL AUTOMOBILE REPAIR SERVICE EXHIBITION (AUTOPRESS '69) – June 12-21
Apply, Rapid Advertising Agency, Prague, 1, Ulice 28, Rijna 13, Cable Address: PUBLICITA; Telex: PRAGUE 00142.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 11-21
† Apply, Verband der Automobilindustrie eV, 6 Frankfurt-am-Main 16, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 2-12
* Apply, M. le President, 3 avenue du President Wilson, Paris 16e.

MILAN: CYCLE AND INTERNATIONALE MOTOR CYCLE EXHIBITION – October
Apply, National Association of Cycle, Motor Cycle and Accessories Manufacturers, Via Mauro Macchi 32, Milan.

TURIN: INTERNATIONAL MOTOR SHOW – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27
Apply, The Finnish Fair Corporation, Helsinki 25.

COLOGNE: INTERNATIONAL EXHIBITION FOR ORGANIZATION AND TECHNIQUE IN OFFICE AND WORKS (ORGATECHNIK) – September 7-10
Apply, H. E. Melsom, MBE, Cologne International Trade Fair, Room 229, Abbey House, Victoria Street, London SW1 (Sullivan 2134).

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September 11-17
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT (SMAU) – September 20-28
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 23-October 4
* Apply, Salon de l'Equipment de Bureau, 6 place de Valois, Paris 1er.

BERLIN: OFFICE EQUIPMENT EXHIBITION – October 14-18
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (OFFICE '69) – October 23-30
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

Packaging Machinery and Materials, including Containers

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October 4-10
* Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

DUBLIN: IRISH PACKAGING EXHIBITION – September 30-October 4
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester (Tel. 061-DEA 6363).

1969, *continued*

MUNICH: INTERNATIONAL CONTAINER EXHIBITION – Autumn
Apply, Münchener Messe-Und Ausstellungs GmbH, 8 München 12, Theresienhöhe 13.

HAMBURG: INTERNATIONAL CONTAINER AND COMBINED TRANSPORT EXHIBITION – October 21-26
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

Photographic Equipment

PARIS: INTERNATIONAL PHOTO, CINEMA AND OPTIC EXHIBITION – November 7-11
Apply, M. Siffre, 5 bis, rue Jacquemont, Paris 17e.

Pottery and Glassware

BRUSSELS: INTERNATIONAL TRADE FAIR FOR PORCELAIN, GLASSWARE AND CHINA – March 2-10
Apply, Europac, Palais des Floralies, Ghent, Belgium.

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March 22-30
* Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

BRUSSELS: INTERNATIONAL EXHIBITION OF CRYSTAL, PORCELAIN, CERAMICS, GOLD AND SILVER WARE, GIFTS AND FURNISHINGS (EUROPAC) – August 31-September 8
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 7-12
* Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

Printing, Stationery and Printing Machinery

MOSCOW: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69)
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K.3.

BRUSSELS: STATIONERY FAIR – May 11-18
Apply, Salon de la Papeterie, 183 Avenue Ed. Benes, Brussels, 8.

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Scientific Instruments and Nuclear Equipment

BRUSSELS: SCIENTIFIC MEASURING INSTRUMENTS EXHIBITION – April 14-23
Apply, UDIAS, 203 Avenue Slegers, Brussels, 5.

MILAN: SCIENTIFIC AND TECHNOLOGICAL HOSPITAL INSTRUMENT FAIR – June 12-27
Apply, Miss F. King (Ext. 2782).

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11
Apply, Sekretariat, NUCLEX 69, 4000 Basle 21.

Ships and Boats

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16
Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 8-16
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

OSLO: NORWEGIAN BOAT EXHIBITION – March 8-16
Apply, H. V. Advokat Gerhard Wiese, Stortingsgatan 12, Oslo.

HELSINIKI: BOAT AND CAMPING SHOW – March 14-23
* Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 19-30
* Apply, St. Eriks Massan, Storangsvagen 18, 115 34 Stockholm.

BELGRADE: INTERNATIONAL NAUTICAL SHOW – April 19-27
Apply, Belgrade Fair Authority, Bulevar Vojvode, Miska No. 14, Belgrade, Yugoslavia.

ATHENS: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA '69) – June 2-8
Apply, Maritime Presentations Ltd., 71 Fleet Street, London, EC4 (Tel. 01-353 3792).

GOTHENBURG: 2ND INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

EL FERROL: EXHIBITION OF SHIPBUILDING AND ALLIED INDUSTRIES – July 15-30
Apply, Consorcio Pro-Ferias y Exposiciones de El Ferrol del Caudillo, Frutos Sarvedra, 158 Apartado 10.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 27-October 5
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 11-15
Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

Sports Goods and Camping Equipment, including Caravans

PARIS: CARAVAN EXHIBITION – March 1-9
Apply, M. Dufrancatel, 35 rue des Renaudes, Paris 17e.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam 2.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 1-5
* Apply, Commissariat General, Foire de Grenoble, 1 Place Jacqueline-Marrat, 38, Grenoble.

CAEN: OPEN AIR EXHIBITION – March 13-17
Apply, M. le President, Parc des Expositions, Caen, Calvados 14.

NANCY: CAMPING AND JOYS OF LIFE EXHIBITION – March 15-23
Apply, M. Deiber, Parc des Expositions, Nancy.

VICHY: CARAVANING, CAMPING, BOATING AND OPEN AIR EXHIBITION – April 4-13
Apply, M. Seror, Passage Clemenceau, Vichy, Allier 03.

MALMO: 'VACATION 69' – April 19-May 4
Apply, SYDEXPO AB, Vastanvag 7, 216 13 Malmo.

PARIS: OPEN AIR EXHIBITION – April 19-May 4
Apply, M. Prost, Federation des Industries Francais d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

BERGEN: BERGENS HALLEN SEA SPORTS SHOW – April 25-May 4
Apply, Bergenshallen, Boks 1264, 5001 Bergen, Norway.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 11-13
Apply, M. Prost, 60 rue de la Victoire, Paris 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 19-21
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MUNICH: 'MAN AND THE SEA' EXHIBITION – November 10-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – Autumn
Apply, Gemeinnützige Ausstellunge GmbH, 43 Essen, Norbertstrasse 2.

BRUSSELS: INTERNATIONAL CARAVAN SHOW – November 8-16
Apply, Salon International de la Caravane, 363 Chaussee de Waterloo, Brussels 6.

MADRID: CAMPING EXHIBITION – December 20-31
Apply, Salon de Deporte y Camping, Avenue Maria Cristina, Barcelona 4.

Textiles and Textile Machinery

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND KNITWEAR INDUSTRIES EQUIPMENT – April 12-17
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine 92.

GOTHENBERG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM) – April 12-25
Apply, Mr. Inge Boos, Mossebogatan 2' Boras, Boras Mässan AB GEINNGE.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May
Apply, Mitam, Galleria San Babila H/D Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

BRUSSELS: INTERNATIONAL TEXTILE EXHIBITION (VESTIRAMA) – October 3-7
Apply, TEXTIRAMA VZW, 65, Martelsarslaan, Ghent.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. Central 5050).

Toys and Games

BRUSSELS: TOY FAIR – March 23-30
Apply, Salon 'Bel Jouets', Palais du Centenaire, Brussels.

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – April 13-21
Apply, M. Regnier, Promenade Chamars, Besancon.

Other Specialized Fairs

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March 21-30
Apply, Institute of Patentees and Inventors, 207/8, Abbey House, 2/8 Victoria Street, SW1 (Tel. Abbey 1616).

NICE: INTERNATIONAL FAIR (TOURISM) – March 6-17
Apply, M. le President, 8 Place Massena, Nice.

STOCKHOLM: PROTECTION 69 – April 21-26
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PARIS: INTERNATIONAL TRAVEL EXHIBITION – April 19-May 4
Apply, Comite de la Foire de Paris, 23 rue Notre-Dame-des-Victoires, Paris 2e.

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K.3 USSR.

BRUSSELS: INTERNATIONAL BUSINESS PROMOTION FAIR – May 28-June 4
Apply, Salon International de la Promotion des Affaires, 34 Rue du Progress, Brussels, 1.

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – May 31-June 8
Apply, Hampshire House Ltd., 119/127 Marylebone Road, London, NW1 (Tel. 01-486 5081).

ROUEN: EXHIBITION OF ANTIQUE AND SECOND-HAND DEALERS OF HAUTE-NORMANDIE – May 29-June 8
Apply, M. Chauvidon, 11 rue Damiette, Rouen, Seine-Maritime.

BERGEN: CONGRESS OF THE SCANDINAVIAN SOCIETY OF ANAESTHESIOLOGISTS – June 26-28
Apply, Department of Anaesthesia, Rigshospitalet, Tagensvej 18, 2200 Copenhagen N, Denmark.

CAEN: EXHIBITION OF ANTIQUE AND SECOND-HAND DEALERS OF WESTERN FRANCE – July 11-15
Apply, M. le President, Parc des Expositions, Caen, Calvados, 14.

PARIS: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5
† Apply, EUROPROTECTION, 8 rue de la Michodiere, Paris 2e.

FLORENCE: INTERNATIONAL ANTIQUE DEALERS FAIR – September-October.
Apply, Secretary, International Antique Dealers Fair, Palazzo Strozzi, Florence.

MILAN: EXHIBITION OF EQUIPMENT FOR SAFETY AND EFFICIENCY AT WORK – October
Apply, Salone Mercato della Forniture per la Sicurezza Pefficienza del Lovoro, Direzione Comis, Via Turati 7, Milan.

NANCY: INTERNATIONAL EXHIBITION OF URBAN EQUIPMENT – October
* Apply, Salon international de L'Equipment Urbain BP 593 RP ((54) Nancy) (Tel. (28) 53. 09.01).

PARIS: INTERNATONAL EXHIBITION OF COMMERCE AND TRADE EQUIPMENT – October 11-20
Apply, M. Devos, 42 rue du Louvre, Paris, 1er.

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

ROTTERDAM: INTERNATIONAL EXHIBITION FOR TRANSPORT, STORAGE TECHNIQUES AND EXPORT SERVICES (NEDEX) – October 21-25
Apply, Anglian Trade Promotions Ltd., Suite 23, 67/69 Chancery Lane, London, WC2.

AMSTERDAM: AQUATECH, WATER TREATMENT EXHIBITION – October 21-25
Apply, Nedex Vakbeurs, Witte de Withstr. 25, Rotterdam.

MILAN: INTERNATIONAL EXHIBITION OF FACILITIES AND EQUIPMENT FOR COMMERCE AND TOURISM (EXPO-CT) – October-November
Apply, Segreteria Generale, EXPO – CT – 69, Piazza Belgioioso 1, Milan.

TOULOUSE: LANGUEDOC-MIDI-PYRENEES ANTIQUE DEALERS EXHIBITION – November 7-16
Apply, M. Jary, 31 rue du Rempart-Matabiau, Toulouse.

DÜSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1.

PARIS: 15TH LABORATORY EXHIBITION – December 8-13
Apply, SOFREXPO, 80 Route de Saint-Cloud, 92-Rueil-Malmaison.

PARIS: PHYSICAL SOCIETY EXHIBITION – December
Apply, Comite d'Exposition, 33 Rue Croulebarbe, Paris 13e.

1970 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) February 22-26
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

CHARLEROI: SPRING FAIR (BUILDING CONSTRUCTION AND HOLIDAYS EXHIBITION) – February
Apply, Societe Cooperative de Gestion du Palais des Expositions de la Ville de Charleroi.

LYONS: INTERNATIONAL TRADE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March
Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

MARSEILLES: SPRING FAIR – March
Apply, Butlers Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

UTRECHT: INTERNATIONAL SPRING FAIR – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March-April
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4.

BRUSSELS: INTERNATIONAL TRADE FAIR – April
Apply, Belgian National Railways, PO Box 4BY, 167 Regent Street, London, W1 (Tel. Regent 1491).

MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April
* Apply, Internationale Saarmesse, 66 Saarbrücken, Messegelände.

GRAZ: SPRING FAIR – April 25-May 3
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

HANOVER: HANOVER FAIR – April 25-May 3
* Apply, Schenkes Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

BILBAO: INTERNATIONAL SAMPLES FAIR – August
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 14-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MESSINA: INTERNATIONAL TRADE FAIR – August
Apply, Ente Antonomo Fiere Di Messina, Via Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 2
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

UTRECHT: INTERNATIONAL AUTUMN FAIR – August-September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

STRASBOURG: INTERNATIONAL TRADE FAIR – September
Apply, M. le President, 9 Rue Brulee, Strasbourg.

STOCKHOLM: ST. ERIK'S INTERNATONAL FAIR – September
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: INTERNATONAL TRADE FAIR – September 17-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BULGARIA: PLOVDIV INTERNATIONAL FAIR – September 20-29
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
Apply, Fiera Campionaria Internazionale Di Bolzano, CP297, Bolzano.

BARI: INTERNATIONAL LEVANT FAIR – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1.

METZ: INTERNATIONAL AUTUMN FAIR – October
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4.

GRAZ: AUTUMN FAIR – September 26-October 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

ZARAGOZA: NATIONAL SAMPLES FAIR – October
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

ZURICH: SWISS IMPORTS FAIR
Apply, ZUSPA – Stadthof 11, Thurganerstrasse 7, 8050 Zurich.

1970 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 23-February 1
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

1970, *continued*

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February
Apply, Secretariat General, 2 Avenue Louis Bertrand, Brussels 3.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (SIMA) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – March
Apply, President, 9 Rue Ozenne, Toulouse.

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – April
Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-sur-Seine, 1e (Courbe 99.09).

ZARAGOZA: TECHNICAL FAIR AND AGRICULTURAL FAIR – April
Apply, Director General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

FOGGIA: AGRICULTURAL FAIR – April-May
* Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

EPINAL: FRENCH FORESTRY FAIR – April 25-May 3
* Apply, Foire Forestiere, 11 Edmond Henry, Epinal.

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO)
† Apply, Feria Internacional del Campo, Avenida de Portugal, S/N Madrid.

MUNICH: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
* Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August
Apply, CES (Overseas) Ltd., 225c Balham High Road, London, SW17 (Tel. 01-673 8433).

WELS: NATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirshaftmesse Wels, Upper Austria.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October
* Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1 (Tel. 01-723 0701).

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November
Apply, M. Caron, rue la Boetie, Paris 8e.

Aircraft and Aeronautical Equipment

HANOVER: INTERNATIONAL AIR SHOW – April 24-May 3
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June
Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, SW7 (Tel. Knightsbridge 7512).

Books and Periodicals

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – April
Apply, Commissariat General, 117 BD Saint Germain, Paris 6e.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – September 24-29
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels eV, 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

HANOVER: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA) – January 24-February 1
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND BUILDING SITE EQUIPMENT EXHIBITION – Autumn
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BOLOGNA: INTERNATIONAL BUILDING EXHIBITON – October
Apply, The Building Exhibition, 11 Manchester Square, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING EXHIBITON (BATIMAT) – November
Apply, M. le Prince, 1 Avenue Niel, Paris 17e.

Chemical and Allied Industries including Plastics

MUNICH: 2ND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 28-May 2
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June
Apply, Comite Francois des Aerosols, 32 Rue de Paradis, Paris, 10e (Tel. Provence 76-02) M. G. Marion.

BRUSSELS: PAINT TECHNICAL EXHIBITION – November 10-15
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

Clothing

PARIS: CORSETRY AND LINGERIE EXHIBITION – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: EUROPEAN MENSWEAR EXHIBITION – February 7-10
Apply, PROMAS, 8 Rue de Richelieu, Paris 1er.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

VIENNA: LADIES FASHION SHOW – April
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN: FASHION WEEK (INCLUDING 'INTERCHIC') – April
* Apply, Industrie Und Handelskammer Zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

MUNICH: FASHION WEEK – April 5-9
Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

MUNICH: FASHION WEEK – October 4-8
Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK (INCLUDING 'INTERCHIC')
* Apply, Industrie Und Handelskammer Zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – October
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – November
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7.

Engineering, Other

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA.MO. TER.) – February
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BILBAO: SPANISH MACHINE TOOL EXHIBITION – March 3-12
Apply, Bilbao Trade Fair, Apartado 468, Bilbao.

BRUSSELS: INTERNATIONAL INDUSTRIAL EQUIPMENT EXHIBITION – March
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

MALMO: MECHANICAL INDUSTRIES FAIR – April 17-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: THE AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCTS SHOW – May 24-28
Apply, Marketing Exhibitons Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANIZATION AND RETREADING – May
† Apply, Gemeinnûtzige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

UTRECHT: ENGINEERING ERHIBITION (TECHNISHOW) – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MADRID: WORLD MINING CONGRESS AND EXHIBITION – June
Apply, Mr. H. E. Collins, National Coal Board, Hobart House, Grosvenor Place, London, SW1 (Tel. Belgravia 2020).

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) – August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September
Apply, Secretariat, Palais des Expositions, Charleroi.

HANOVER: MACHINE TOOL EXHIBITION – September 6-15
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

Engineering, Electrical and Electronic, including Radio and Television

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
Apply, Skandinavisk Belysningsmassa, Box 52, 285 00 Markaryd.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March
Apply, Commissaire Generale, 16 Rue de Presles, Paris 15e.

PARIS: ELECTRIC AND MECHANICAL INDUSTRIES EXHIBITION (MECANELEC) – April-May
Apply, Managing Director, Rue du Colisee, Paris, 8e.

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May 27-June 4
Apply, French Chamber of Commerce, 24 Rutland Gate, London, SW7.

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September-October
Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen 1.

BORDEAUX: RADIO AND TELEVISION EXHIBITION – October
Apply, Commissaire General, 16 Rue de Presles, Paris, 15e.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

AMSTERDAM: ENTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October-November
Apply, Secretariaat, FIAREX-Organisatie, Minervalaan 82, Amsterdam.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Slaone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – September-October
Apply Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply Fiora di Padora, Tramag, Via N. Tommases, Padua.

GENOA: INTERNATIONAL WELDING EXHIBITION – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

STOCKHOLM: TECHNICAL FAIR – October
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October-November
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Cherrywood 3897).

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM) – October-November
Apply, Udstillingsselkabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November
Apply, Federazione Della Associazioni Scientifiche and Techniche (FAST) Di Milano, P.Le Morandi 2, Milan.

Fancy Goods, Jewellery and Giftware

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February
Apply, E. A. Fiera Milano, Campionaria Internazionale 20145, Milano, Largo Domodossola 1.

Foodstuffs, Food Machinery, Hotel and Catering

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

UTRECHT: INTERNATIONAL FOOD FAIR (ROKA) – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – October 15-25
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) – October-November
Apply, SOPEXA, 24 Rutland Gate, London, SW7 (Tel. Kensington 9252).

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – October-November
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – October-November
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 14 Clifford Street, London, W1.

HELSINKI: FOOD FAIR – November
Apply, The Finnish Fair Corporation, Helsinki 25.

BARCELONA: HOGAROTEL – November
Apply, Salon Monografico Nacional, Avenida Maria Christina, Barcelona.

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

DUSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 7-12
Apply, Messeleitung der Stadt Pirmasens, 6780 Pirmasens, Dankelsbachstrasse 19.

FLORENCE: SHOE FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterne Cuoio, Via Valfona 9, Florence.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL EXHIBITION OF MACHINERY AND MATERIALS FOR THE FURNITURE MANUFACTURING INDUSTRY (APPROMEUBLE) – January
Apply, Appromeuble, 22 Avenue Franklin Roosevelt, Paris 8e.

PARIS: FURNITURE EXHIBITION – January
Apply, Commissariat General, 22 Avenue Franklin D. Roosevelt, Paris 8e.

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

STOCKHOLM: SWEDISH FURNITURE FAIR – February
Apply, Marketing Exhibitons Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

1970, *continued*

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 20-25
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

LYONS: INTERNATIONAL HARDWARE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1. (Tel. Regent 0511).

TURIN: DOMESTIC ART EXHIBITION – March
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April
Apply, Geirt vd, Veenstraat 94, Amsterdam.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July
Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vicenzo Tecchio 51, Naples.

GOTHENBERG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat, 52, 411 37 Gothenburg.

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 6-8
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1.

Handicrafts

PARIS: EXHIBITION ARTISTIC WORKSHOPS – January
Apply, M. Guillot, 45 Rue des Petites Ecuries, Paries, 10e.

MARSEILLES: DO-IT-YOURSELF EXHIBITION – March
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – March 13-22
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1. (Tel. Hunter 1951).

FLORENCE: INTERNATIONAL HANDICRAFT EXHIBITION – April-May
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Liberta 1 Florence.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September
Apply, Secretariate, A/S Herning-Hallen, Herning.

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September
Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

OSLO: TODAY'S HOUSEKEEPING – September-October
Apply, The Association of Grocery Retailers, Oslo 1.

PARIS: DO-IT-YOURSELF EXHIBITION – November
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1.

TOULOUSE: DOMESTIC ARTS EXHIBITION – October
Apply, Commissaire Generale, 4 Rue Jouxt-Aigues, Toulouse.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October-November
Apply, M. Mangeret, 11 Rue Aanatole-de-la-Forge, Paris, 17e.

BORDEAUX: HOME COMFORT EXHIBITION – October-November
Apply, M. le President, 12 Place de la Bourse, Bordeaux (Gironde).

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

Heating and Ventilating

BRUSSELS: EUROPEAN HEATING, AIR CONDITIONING AND VENTILATING EXHIBITION – March
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. Knightsbridge 9128).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION –
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February-March
Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

GHENT: FLOWER SHOW – June
Apply, Commission Technique Professionelle, Palais des Floralies, Parc, Ghent.

Hospital and Medical Equipment

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – April 17-26
* Apply, International Hospitals Messe, Fyens, Forum, Copenhagen.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 19-24
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finish Doctors Association, Helsinki.

Leather, Leather Goods and Fur

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January
Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels, 1.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April
Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 1er.

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February
Apply, Offenbacher Messe GmbH, 605 Offenbach am Main, 1 Kaisenstrasse 108-112.

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 7-12
* Apply, Messeleitung der Stadt Pirmasens, 6780 Pirmasens, Dankelsbachstrasse 19.

Motor Vehicles, Motor Cycles and Bicycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January
Apply, Salon de l'Automobile, 22 Rue du Luxembourg, Brussels, 4.

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam 3.

COPENHAGEN: INTERNATIONAL MOTOR SHOW – February-March
* Apply, Danish Assoc. of Automobile Manufacturers & Importers, Ameagade. 22, Copenhagen K.

AMSTERDAM: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February-March
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March
Apply, Secretariat Permanent, Case Postade 1211, 1200 Geneva.

STOCKHOLM: INTERNATIONAL SPORTS CAR AND CARAVANS SHOW – March-April
Apply, Mr. Picko Troberg, Grevgatan 4, 114 53 Stockholm.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January
Apply, Mitch Murray Organization, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Allé 20, Copenhagen Ø.

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September
Apply, Schneizer Aurofachverband, Herrn Prasidenten-W. Furrer, Todistrassi 48, Zurich 22.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October
Apply, M. Mermieu, Salon de l'Equipment de Bureau, 6 place de Valois, Paris, 1er.

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March
Apply, GRAPHISTICK, Avenida Maria Christina, S/N Feria de Meustras, Barcelona 4.

COPENHAGEN: INTERNATIONAL PACKAGING FAIR (NORD PACK) – April 6-12
* Apply, Ufesas, Ryvangs Allé 20, 2100 Copenhagen Ø.

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 22-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (01-Hunter 1951).

MUNICH: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERISATION 70) – October 21-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GOTHENBURG: INTERNATIONAL PACKAGING EXHIBITION (SKANPACK) – October 15-21
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November
Apply, M. Caron, 3 Rue la Boetie, Paris, 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November
Apply, Salon de l'Emballage, 20 Rue Carpeaux, 92, Puteaux.

Pottery and Glass

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March
Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

Printing, Stationery and Printing Machinery

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPAK) – March
Apply, Feria de Muestras, Av. Maria Cristina, Barcelona.

PARIS: INTERNATIONAL PAPER PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – May-June
Apply, Commissariat General Salon des Techniques Papetieres et Graphiques, 40 rue du Colesse, Paris, 8eme.

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING GEC – October
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor

HAMBURG: INTERNATIONAL BOAT SHOW – January 22-28
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

COPENHAGEN: INTERNATIONAL SCANDINAVIAN BOAT SHOW – January 31-February 8
* Apply, A/S SKANDINAVISK Bådudstilling, Forum, Copenhagen.

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February
Apply, AB Svenska Batutstallningen, Scheelegaten, Gothenburg Ø (Box 29010, Gothenburg 29).

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, UCINA Piazza Diaz 2, Milan.

MALMO: INTERNATIONAL BOAT SHOW – February-March
A/B Malmo Batutstallning, c/o Kungsmassan, Fack, 434 00 Kungshacka.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March
Apply, St. Erik's Massan, Storangsvagen 18, 115 34 Stockholm.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 15-23
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: BOAT AND CAMPING SHOW – March
Apply, The Finnish Fair Corporation, Helsinki 25.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 13-22
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March
Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – September-October
Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 26-October 4
* International Bodensee – Messe GmbH, 7990 Friedrichshafen.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 27-October 5
* International Bodensee – Messe GmbH, 7990 Friedrichshafen.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 3-11
* International Bodensee – Messe GmbH, 7990 Friedrichshafen.

HAMBURG: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October
† Apply, Planten Un Blomen, 2 Hamburg 36, Am Dammtor.

Sports Goods and Camping Equipment, Including Caravans

STUTTGART: MOTOR-SPORT-HOBBY EXHIBITION – January 31-February 8
† Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

STOCKHOLM: SWEDISH CARAVAN EXHIBITION – February
Apply, Udstillingstjanst AB, Box 7040, 103 81 Stockholm.

PARIS: INTERNATIONAL CARAVAN EXHIBITION – March
Apply, M. Dufrancatel, 35 Rue des Renaudes, Paris, 17e.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE – March 15-17
Apply, H. E. Melson, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. Sullivan 2134).

HERNING: HOBBY AND VACATION SHOW – April
Apply, Secretariate, A/S HERNING-HALLEN, Herning, Denmark.

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October
* Apply, Gemeinnutzige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

Textiles and Textile Machinery

GHENT: TEXTILE AND CLOTHING INDUSTRIES EXHIBITION (TEXTIRAMA) – January
Apply, Textirama VZW, 65 Martelsarslaan, Ghent.

PARIS: EXHIBITION OF LACE, EMBROIDERY AND FABRICS FOR CORSETRY AND LINGERIE – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: KNITTING INDUSTRIES EXHIBITION – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND KNITWEAR INDUSTRIES EQUIPMENT – April
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May
Apply, Mitam, Galleria San Babila H/D Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 26-29
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salone Internazionale del Giocattolo, Via Morosini 20, Milan.

PARIS: INTERNATIONAL TOY FAIR – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

NUREMBURG: INTERNATIONAL TOY FAIR – February 14-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – April-May
Apply, M. Regnier, Promenade Chamars, Besancon (Doubs, 25).

1970, *continued*

Other Specialized Fairs

DÜSSELDORF: 3RD EUROPEAN FAIR FOR SHOPFITTING AND DISPLAY WITH CONGRESS (EUROSHOP) – February
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, London, SW1 (Tel 01-222 1616).

NICE: INTERNATIONAL FAIR (TOURISM) – March
Apply, M. le President, 8 Place Massena, Nice.

WIESBADEN: INTERNATIONAL PET TRADES FAIR – May
Apply, Zentralverband Zoologische Fachgenschaffe, Dentschlands ev6, Frankfurt-am-Main.

BASLE: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1
Apply, Schweizer Mustermasse, Basle, Switzerland.

HANOVER: EXHIBITION OF NONDESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

NANCY: INTERNATIONAL INDUSTRIAL SAFETY EXHIBITION – October
* Apply, Commissariat General, Parc des Expositions de Nancy Boite Postale 593, 54, Nancy RP.

1971 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LYONS: INTERNATIONAL TRADE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March
Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. KNI 6938).

UTRECHT: INTERNATIONAL SPRING FAIR – March
Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April
* Apply, International Saarmesse, 66 Saarbrüken, Messegelände.

MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

HANOVER: HANOVER FAIR – April-May
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

GRAZ: SPRING FAIR – April-May
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1 (Tel. Regent 0511).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
Apply del Mediterraneo, Piazza Generale Cascino, Palermo.

BARCELONA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Christina, Barcelona 4.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. 930 2455).

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

NAXXAR: MALTA TRADE FAIR – July 1-15
Apply, General Retailers Union, 87 Old Mint Street, Valetta.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. KNI 6938).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 13-22
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BILBAO: INTERNATIONAL SAMPLES FAIR – August
Apply, Feria de Muestras Internacional de Bilabo, Tercio de Begona 2, Apartado 468, Bilabo.

UTRECHT: INTERNATIONAL AUTUMN FAIR – August-September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. KNI 6938).

HELSINKI: INTERNATIONAL TRADE FAIR – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1.

BERLIN: GERMAN INDUSTRIES EXHIBITION – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GRAZ: AUTUMN FAIR – September-October
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

1971 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January-February
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – March
Apply, Commissariat Generale, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-sur-Seine.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April
Apply, Director-General de la Feria, Palacio Ferial, (Gran Via) Zaragoza.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 673 8433).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August
Apply, CES (Overseas) Ltd., 225c Balham High Road, London, SW17 (Tel. 673 8433).

REID/INNKREIS: INTERNATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirtsschaftsmesse, Reid IM Innkreis.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1 (Tel. 723 0701).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May-June
Apply, M. Maillet, 4-6 Rue Galilee, Paris 16e.

Books and Periodicals

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – September-October
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels eV, 6 Frankfurt-am-Main, Kleiner Hirscgraben 10-12.

Building, Public Works and Construction Equipment

ESSEN: GERMAN BULDING EXHIBITION (DEUBAU) – February
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL SURFACE TREATMENT AND INDUSTRIAL FINISHING EXHIBITION – May
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de-Seine 92.

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May-June
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September-October (For agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION – October
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Chemicals and Allied Industries including Plastics

PARIS: INTERNATIONAL CHEMICAL EXHIBITION – May-June
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. Knightsbridge 9628 (589 0185).

Clothing

MUNICH: FASHION WEEK – March
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

BERLIN: FASHION WEEK – April (INCLUDING 'INTERCHIC')
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – April
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 3.

VIENNA: LADIES FASHION SHOW – October
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 4.

MUNICH: FASHION WEEK – October
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October (INCLUDING 'INTERCHIC')
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

Engineering, Electrical and Electronic, including Radio and Television

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: RADIO AND TELEVISION EXHIBITION – September
Apply, Commissaire Generale, 16 Rue de Presles, Paris, 15e.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

AMSTERDAM: RADIO AND TELEVISION AND ELECTRONIC EXHIBITION (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

HELSINKI: TELEVISION AND RADIO SHOW – October-November
Apply, The Finnish Fair Corporation, HELSINKI 25.

ZURICH: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL (MICROTECNIC)
Apply, AGIFA, Postfach 257, 8033 Zurich.

Engineering, other

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA. MO. TER) – February
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padova, Tramag, Via N. Tommases, Padua.

MILAN: EXHIBITION OF HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID 71) – October
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October
Apply, Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

OSLO: AUTOMATICA – November
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3.

ZURICH: TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT CONTROL (MICROTECNIC)
Apply, AGIFA, Postfach 275, 8033 Zurich.

Fancy Goods, Jewellery and Giftware

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February
Apply, E. A. Fiera Milano, Campionaria Internazionale 20145, Milano, Largo Domodossola 1.

Foodstuffs, etc.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION VICTAM – May
Apply, 'VICTAM' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

MUNICH: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA V) – September 29-October 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GOTHENBURG: 'CHARKUTERI 68' (MEAT TRADE EXHIBITION) – November
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINK FAIR
Apply, Industrial Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin 2.

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

Furniture, Furnishing, Household Equipment and Hardware

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

LYONS: INTERNATIONAL HARDWARE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April
Apply, Geirt vd, Veenstraat 94, Amsterdam.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July
Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vicenzo Techhio 51, Naples.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

UTRECHT: INTERNATIONAL FURNITURE FAIR – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING (IGEHO) – November
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Handicraft

TURIN: DOMESTIC ART EXHIBITION – March
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

1971, *continued*

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – April
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April-May
Apply, Mostra Mercalo Nazionale dell Artiganato, Piazza della Liberta 1, Florence.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 3-7
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING FAIR – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1.

Hospital, Medical, Surgical and Dental Equipment

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – March 10-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – June 1-6
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

Motor Vehicles, Motor Cycles and Cycles

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

GENEVA: INTERNATIONAL MOTOR, MOTOR CYCLE CYCLE SHOW – March
Apply, Secretariat permanent, Case Postale 1211, 1200 Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main Westendstrasse 61.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

BRUSSELS: INTERNATIONAL PACKAGING EXHIBITION (PROPACK) – June 8-13
Apply, Secretariat, Palais du Centenaire, Brussels.

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (KONTOR) – September
Apply, Kontormaskinforhandlernes Landsforming, Prinsensgt, 21, Oslo.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Apply, Associazione Nazionals Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

Packaging Machinery and Materials including Containers

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

Pottery and Glassware

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March
Apply, Feria de la Ceramica y Vidrio, Llando del Real, Apartado 476, Valencia.

Paper, Printing and Printing Machinery

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING GEC – October
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Other Specialized Fairs

BERLIN: 72ND GERMAN SOAP FAIR – September
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: BOAT AND CAMPING SHOW – February-March
Apply, The Finnish Fair Corporation, Helsinki 25.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May
Apply, Norges Varemess P.B. 130, Skoyen, Norway.

HELSINKI: INTERNATIONAL MARITIME EXHIBITION 'NAVIGARE' – September
Apply, The Finnish Fair Corporation, Helsinki 25, Finland.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 2-10
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafer.

Sports Goods and Camping Equipment including Caravans

GENOA: INTERNATIONAL BOAT, CAMPNG AND CARAVAN EXHIBITION – February
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1 (Tel. Regent 0511).

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. Central 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salon Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG: INTERNATIONAL TOY FAIR – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. Central 5050).

SECTION III

Trade Fairs and Exhibitions outside Europe

1969 General

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – March 6-26
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – March 25-April 7
* Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

TOKYO: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17- May 6
* Apply, Tokyo International Trade Fair Commission CPO Box 1201, Tokyo.

CASABLANCA: 23RD INTERNATIONAL TRADE FAIR – April 24-May 11
Apply, Foire International De Casablanca Commissariat General, 11 rue Jules Mauran, Casablanca.

TUNIS: INTERNATIONAL FAIR – May 23-June 8
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – June 2-6
† Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ont.

KINSHASA (CONGO): INTERNATIONAL FAIR – June 30-July 21
Congo, Commissariat General de la Forrie International de Kinshasa. BP No 7247, Kinshasa, Democratic Republic of the Congo, or Congolese Embassy, 26 Chesham Place, London, SW1 (Tel. Bel 6137).

HOBART: HOBART TRADE FAIR – August 1-9
Apply, Thomson Exhibition Promotions Pty Ltd., PO Box 2016 S, Melbourne, Victoria 3001.

AUCKLAND: NEW ZEALAND INTERNATIONAL TRADE FAIR – August 20-September 6
August 20-September 6
Apply, 1969 International Trade Fair Committee, Epsom Showgrounds, Greenlane, Auckland NZ.

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: INTERNATIONAL TRADE FAIR – August 29-September 15
Apply, Algerian Chamber of Commerce & Industry, Algiers.

PARAMARIBO: (SURINAM) INTERNATIONAL TRADE FAIR – September 25-October 8
† Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

MOGADISHU (SOMALIA): 10TH INTERNATIONAL TRADE FAIR – September 28-October 12
Apply, Somalia Chamber of Commerce, PO Box 27, Mogadishu.

TEHRAN: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24
Apply: Iran Exhibitions Organisation, Ministry of Economy, PO Box 22 Tajrish-Tehran.

SYDNEY: INTERNATIONAL TRADE FAIR – October 16-25
† Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. Chancery 9011).

LIMA: 6TH PACIFIC INTERNATONAL TRADE FAIR – November 14-30
† Apply, Feria International del Pacifico, PO Box 4900, Lima Peru.

1969 Specialized

Agricultural, Forestry, Fishing and Agricultural Machinery

NEW ORLEANS: SOUTHERN PINES ASSOCIATION SHOW – April 12-14
Apply, Southern Pine Machinery & Equipment Exposition, PO Box 52468, New Orleans, Louisiana 70150.

SANTA CRUZ (BOLIVIA): AGRICULTURAL, ANIMAL INDUSTRIAL AND COMMERCIAL EXHIBITION – September-October
Apply, Chamber of Agriculture & Stock Raising, Chamber of Commerce and Industry of Santa Cruz.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19
Apply, American Commercial Fish Exposition Office, 3 School Street, Boston, Mass. 02108.

CAPE TOWN: THE FISHING INDUSTRIES EXHIBITION (CAPE SHOWGROUNDS GOODWOOD) – October 20-25
Apply, South African Exhibition Organisers (PTY) Ltd, CPO Box 2900, Johannesburg.

ORANGE: THE ORANGE FIELD DAYS – November 17-20
Apply, Orange National Field Day Committee, Orange, New South Wales.

Books and Periodicals

NEW YORK: INTERNATIONAL ANTIQUARIAN BOOK FAIR – March 30-April 2
Apply, Miss E. Woodburn, Book Fair Committee, Bookroll Farm, Hopewell, NY 08525.

SEOUL (SOUTH KOREA): BOOK EXHIBITION – October
Apply, I. H. Liu Esq., Panmun Book Co. Ltd., 28-2 Chongro I-KA, PO Box 1016, Seoul, Korea.

Building, Public Works and Construction Equipment

TORONTO: CANADIAN NATIONAL HOME SHOW – April 4-12
Apply, Mr. Jack Neil, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

JOHANNESBURG: SOUTH AFRICAN CONSTRUCTION MACHINERY EXHIBITION – July 30-August 7
Apply, The Building Exhibition, Overseas Division, 11 Manchester Square, London, W1. (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

CALGARY (ALBERTA CANADA): THE NATIONAL PETROLEUM SHOW – May 7-10
Apply, UK Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

JOHANNESBURG: THE CHEMICAL INDUSTRIES EXHIBITION (MILNER PARK) – July 21-26
Apply, South African Exhibition Organisers PTY) Ltd., CPO Box 2900, Johannesburg.

SYDNEY: INTERNATIONAL PLASTICS EXHIBITION (AUSPLAS '69) – September 29-October 3
Apply, The Plastics Institute of Australia, 647 George Street, Sydney.

Clothing

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 16-19
Apply, Seymour Schimel, Exec. Director, 475 Fifth Avenue, New York, NY 10017.

TORONTO: MEN'S AND BOYS' APPAREL MARTS – March 31-April 3
Apply, Men's and Boys' Apparel Mart Committee, 465 Wilson Avenue, Downsview, Ontario.

MONTREAL: INTERNATIONAL FASHION MARKET – April 28-May 1
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 19-22
Apply, Seymour Schimel, Exec. Director, 475 Fifth Avenue, New York, NY 10017.

SYDNEY: 2ND INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – November 3-6
Apply, Thomson Exhibition Promotions Pty, Ltd., Sydney 47, Chippen Street, Chippendale, NSW 2008.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 18-21. At McCormick Place
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois 60603.

Engineering, Electrical & Electronic including Radio & Television

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 24-27
Apply, William C. Copp, 72 W45 Street, New York, NY 10036.

NEW YORK: DESIGN ENGINEERING CONFERENCE AND SHOW – May 19-22
Apply, Clapp & Poliak, Exposition Management, 341 Madison Avenue, New York, NY 10017.

MELBOURNE: INTERNATIONAL INSTRUMENTS, ELECTRONICS AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 26-30
Apply, General Exhibition, Fairs & Conventions (Vic) Pty Ltd., 392 St. Kilda Road, Melbourne, Vic 3004.

BOSTON MASS: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 22-25
Apply, Wally Brisco Convention Manager, 815 17th Street, NY, Washington DC.

MELBOURNE: 5TH INTERNATIONAL ENGINEERING SHOW – August 4-9
Apply, General Exhibitions Fairs and Conventions (Vic) Pty. Ltd., 392 St. Kilda Road, Melbourne.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 19-22. At Cow Palace
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION ELECTRA '69 (MILNER PARK) – September 22-27
Apply, South African Exhibition Organizers (Pty) Ltd., CPO Box 2900, Johannesburg.

JOHANNESBURG: INSTRUMENT CONTROL SOCIETY (I.C.S.S.A.) EXHIBITION – October 13-18
Apply, Industrial Exhibition Organizers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

HOUSTON: INSTRUMENT SOCIETY OF AMERICA ANNUAL INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 27-30
Apply, Wm. H. Kushnick, Exec. Director, Penn Sheraton, 530 Wm. Penn Place, Pittsburg, Pa 15219.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITIONS – December 8-10
* Apply, Rudolph J. Napolitan, General Manager, 228 N. La Salle Street, Chicago 60601.

Engineering, other

CLEVELAND: ANNUAL INTERNATIONAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 9-13
Apply, UK Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

TOKYO: INTERNATIONAL INDUSTRIAL MATERIAL SHOW – about March 10
Apply, Nikkan Kogyo Shinbun, 1 1-Chome, Lida-machi, Chiyoda-Ku, Tokyo.

HOUSTON: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 10-14
Apply, R. W. Huff. Exhibition Manager, 980, HM Building, Houston, Texas.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 10-14
Apply, American Society of Metals, Metals Park, Ohio.

TOKYO: 4TH ADVANCED IMPORTED WOODWORKING MACHINERY EXHIBITION – March 17-21
Apply, Japan Woodworking Machinery Trade Association 15-17. 6-Chome Hon-Komagome, Bunkyo-KU, Tokyo.

CLEVELAND: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PHILADELPHIA: AMERICAN WELDING SOCIETY SHOW – April 29-May 1
Apply, The American Welding Society, 345 East 47th Street, New York.

CHICAGO: AMERICAN SOCIETY TOOL AND MANUFACTURING ENGINEERING CONFERENCE AND TOOL SHOW (ASTME) – May 5-9
Apply, Leonard Abrams Exposition Director, 20501 Ford Road, Dearborn, Michigan, 48128

TORONTO: WOODWORKING MACHINERY AND SUPPLY SHOW – June 2-6
Apply, E. M. Wilcox, Esq., 19 Melinda Street, Toronto, Ontario.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6
Apply, Mr. E. M. Wilcox, 19 Melinda Street, Toronto, Ontario.

1969, *continued*

SYDNEY: AUSTRALIAN INTERNATIONAL GAS TURBINE MINI CONFERENCE AND PRODUCTS SHOW – June 3-5
Apply, UK Agents: Marketing Exhibition Ltd., 113/123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

TOKYO: METAL MANUFACTURING MACHINE SHOW – July 5-10
Apply, Nikkan Kogyo Shinbun 1-1, Lidamachi, Chiyoda-Ku, Tokyo.

TOKYO: INTERNATIONAL WELDING SHOW – July 19-24
Apply, Japan Welding Engineering Society, The Sanpo Inc. 11, 1-Chome, Kanda Sakuma Cho. Chiyoda-ku, Tokyo, Japan.

MELBOURNE: MINING CONSTRUCTION PLANT AND MATERIALS HANDLING (OUTDOOR) SHOW – August 4-9
Apply, General Exhibitions, Fairs & Conventions (Vic) Pty. Ltd., 392 St. Kilda Road, Melbourne.

JOHANNESBURG: THE MINING EXHIBITION (MILNER PARK) – August 18-23
Apply, South African Exhibition Organizers (Pty) Ltd., CPO Box 2900, Johannesburg.

TOKYO: MAINTENANCE AND CHEMICAL PLANT SHOW – September 10-21
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

SALT LAKE CITY: SOCIETY OF MINING ENGINEERS AIME – September 17-19
Apply, J. C. Cox, Society of Mining Engineers AIME, 345 East 47th Street, New York, NY 11017.

KANSAS CITY: ASSOCIATION OF DIESEL SPECIALISTS CONVENTION – September 23-27
Apply, Association of Diesel Specialists International Headquarters, 633 East 63rd Street, Kansas, Missourie 64110.

TOKYO: '69 FLUID POWER INTERNATIONAL EXHIBITION – September 26-October 2
Apply, Secretariat Office, International Hydraulic & Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1-Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 19-23
* Apply, W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

NOGAYA: THE 17TH NAGOYA WOODWORKING MACHINERY AND EQUIPMENT FAIR – October 19-26
Apply, Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwai-Dori, Naka-ku, Nagoya, Japan.

Fancy Goods, Jewellery and Giftware

MONTREAL: GIFT SHOW – March 10-13
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

NEW YORK: NATIONAL JEWELLERY SHOW – August 3-6
Apply, Retail Jewellers of America Inc., 711, 14th Street, NW Washington DC.

SAN FRANCISCO: GIFT SHOW – August 10-13
Apply, Western Merchandise Exhibitors Association, 1355 Market St., San Francisco 3, California.

MONTREAL: GIFT SHOW – August 25-29
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – August 31-September 5
Apply, Jim W. Wray Jr. Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – September 12-16
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, NY 10001.

TORONTO: GIFT SHOW – September 29-October 2
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ont.

Foodstuffs, Food Machinery, Hotel & Catering Equipment

CHICAGO: INSTITUTE OF FOOD TECHNOLOGIST INDUSTRIAL EXPOSITION – May 11-14
Apply, Institute of Food Technology, 221 N. La Salle Street, Chicago, Illinois.

ATLANTIC CITY: ANNUAL CONVENTION OF SUPERMARKET ASSOCIATION – May 11-14
Apply, M. J. O'Connor, 200 E. Ontario Street, Chicago. 60611.

CHICAGO: ANNUAL NATIONAL RESTAURANT CONVENTION AND EXPOSITION HOTELARAMA – May 24-28
Apply, Jerry Flasherty, Director, 1530 North Lake Shore Drive, Chicago, Illinois, 60610.

KINGSTON, JAMAICA: HOTEL EQUIPMENT EXHIBITION – May 30-31
Apply, S. Black Esq., London Chamber of Commerce, 60 Cannon Street, London, EC4 (Tel. City 4444).

SYDNEY: CATERING TRADE FAIR – June 17-21
Apply, Industrial & Trade Fairs (Pty) Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

LOS ANGELES: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 13-16
Apply, Industrial Displays Inc., 440 Los Feliz Boulevard, Glendale 4, California.

CHICAGO: NATIONAL CANDY WHOLESALERS ASSOCIATION – July 26-29
Apply, C. M. McMillan, 1343 L. Street, NW Washington DC 20005.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 10-13
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, NY 10019.

Footwear

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – March 22-26
Apply, Edward A. Launzel Manager, Park Sheraton, 56th Street & 7th Avenue, New York, NY.

ATLANTIC CITY: FOOTWEAR MANAGEMENT CONFERENCE AND EXHIBITION – June 5-7
Apply, Louise Collins, Exhibition Manager, 342 Madison Avenue, New York, NW 10017.

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – September 28-30
Apply, Jean-Guy Maheur, General Manager, 1010 Ste Catherine, W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 5-8
Apply, Edward A. Launzel Manager, Park Sheraton, 56th Street & 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

TOKYO: ALL JAPAN INTERIOR FAIR – March 5-7
Apply, Tokyo Furniture Merchant's Association, 14-1 6-Chome, Soto Kanda, Chiyoda-Ku, Tokyo.

TOKYO: INTERNATIONAL HOME SHOW – June 6-15
Apply, Ashi Shinbun, 3 2-Chome, Yuraku-Cho, Chiyoda-Ku, Tokyo.

NEW YORK: NATIONAL HARDWARE SHOW – September 29-October 2
Apply, C. Snitow Esq., 331 Madison Avenue, New York, NY, 10017.

TORONTO: NATIONAL INTERIOR DESIGN SHOW – November 3-5
Apply, R. M. Gowdy, Esq., National Interior Design Show, 450 Alliance Ave., Toronto 9, Ontario.

Hospital, Medical, Surgical and Dental Equipment

BOSTON: HEALTH RECREATION AND PHYSICAL EDUCATION SHOW – April 11-15
Apply, Dr. G. Grover, State Education Department, Albany, NY 12224.

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May 6-10
Apply, A. K. Gillies, Executive Secretary, Ontario Medical Association, 244 St. George Street, Toronto, Canada.

TORONTO: ANNUAL CONVENTION – ONTARIO DENTAL ASSOCIATION – May 18-21
Apply, Mrs. W. C. Durham, Secretary-Treasurer, The Ontario Dental Association, 230 St. George Street, Toronto 5, Ontario.

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 18-21
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois, 60611.

TOKYO: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11
Apply, Dr. Tadashi Adachi, Secretary General, 12th International Congress of Radiology, CPO Box 1910, Tokyo, Japan.

Laundry and Allied Services

DETROIT: NATIONAL INSTITUTE OF DRYCLEANING – March 3-8
* Apply, George P. Fulton GM, 909 Burlington Avenue, Silver Spring, Md. 20910.

Leather, Leather Goods and Fur

ATLANTIC CITY: LEATHER AND ALLIED INDUSTRIES EXPOSITION – June 2-4
Apply, Leather & Allied Industries Exposition, 411, Fifth Avenue, New York.

Motor Vehicles, Motor Cycles and Cycles

MELBOURNE: INTERNATIONAL MOTOR SHOW – March 6-15
Apply, International Motor Show, 51 William Street, Melbourne.

CHICAGO: AUTOMOBILE SHOW – March 8-16
Apply, Edward L. Cleary, 35 E. Wacker Drive, Chicago, Illinois.

NEW YORK: INTERNATIONAL BICYCLE AND MOTORCYCLE SHOW – March 9-12
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

DAYTONA: INTERNATIONAL MOTOR CYCLE SHOW – March 11-15
Apply, S. Malphurs Esq., Daytona International Motorcycle Show, 9 Classic Programme, PO Box 1625, Daytona Beach, Florida 32015.

ANAHEIM: 5TH INTERNATIONAL TRUCK TRAILER AND EQUIPMENT EXPOSITION – March 26-28
Apply, G. Garrard 1240 Bayshore Highway, Burlingame, California 94010.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – April 5-13
Apply, Charles Snitow Organization, 331 Madison Avenue, New York 10017.

LOS ANGELES: INTERNATIONAL CUSTOM CAR AND MOTOR CYCLE SHOW – April 24-27
Apply, R. G. Canning Esq., Custom Show HQ, Box 400, Maywood, California 90270.

DETROIT: AUTOMOBILE SHOW – November 15-23
Apply, B. Tope Esq., 6525, Lincoln Avenue, Detroit, Michigan 48202.

JOHANNESBURG: THE MOTOR TRADE SHOW (MILNER PARK) – November 17-22
Apply, South African Exhibition Organisers (Pty) Ltd., CPO Box 2900, Johannesburg.

Music and Musical Instruments

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION AND MUSIC SHOW – June 22-26
Apply, Mr. Foster Lee, Show Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois, 60606.

LOS ANGELES: HI-FI AND MUSIC SHOW – October 1-5
Apply, Institute of High Fidelity Manufacturers Inc., 125 23rd Street, New York 10.

SAN FRANCISCO: HI-FI AND MUSIC SHOW – October 30-November 3
Apply, Institute of High Fidelity Manufacturers Inc., 125 23rd Street, New York 10.

Office Machinery and Equipment

JOHANNESBURG: STATIONERY AND OFFICE EQUIPMENT EXHIBITION 'SASTEX '69' – May 19-24
Apply, SASTEX 69, PO Box 4581, Johannesburg.

TOKYO: 36TH BUSINESS SHOW – May 24-29
Apply, Nippon Office Management Association, 1 Ginza, 2 Chome, Chou-Ku, Tokyo.

CHICAGO: NATIONAL STATIONERY AND OFFICE EQUIPMENT – September 24-27
Apply, National Stationery and Office Equipment Association, 740 Investment Building, Washington 5, DC.

NEW YORK: BUSINESS EQUIPMENT EXPOSITION AND CONGRESS – October 27-31
Apply, Business Equipment Manufacturers Exhibits Inc., 235 East 42nd Street, New York, NY 10017.

Packaging Machinery and Materials including Containers

CHICAGO: AMERICAN NATIONAL PACKAGING EXPOSITION – April 14-17
Apply, Clapp and Poliak Exposition Management, 341 Madison Avenue, New York, NY 10017.

OSAKA: JAPAN NEW PACK – April 22-26
Apply, The Hoso Times, The New Packaging. c/o Nihon Hoso Times Co. Ltd., 4-7-6 Lidabashi, Chiyoda-ku, Tokyo, Japan.

PHILADELPHIA: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 10-12
Apply, Jerome H. Brown, President, National Exposition Co., 14 W 40th Street, New York, NY 10017.

MELBOURNE: THE THIRD INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 23-27
Apply, Industrial and Trade Fairs Pty. Ltd., Third Floor, ADC House, 77 Pacific Highway, North Sydney, NSW.

TOKYO: JAPAN NEW PACK – June 24-28
Apply, Japan Pack Newspaper, Akebono Building, 4-7-6 Iidabashi, Chiyoda-Ku, Tokyo.

MINNEAPOLIS: UPPER MIDWEST PACKAGING AND HANDLING EXPOSITION – October 20-22
Apply, Harry Cory Trade Shows Inc., 1441 Northwestern Bank Building, Minneapolis, Minnesota 55402.

DETROIT: PACKAGING MACHINERY SHOW – October 27-30
Apply, Hanson and Shea Inc., One Gateway Centre, Pittsburgh 22.

Photographic Equipment

NEW YORK: UNIVERSE OF PHOTOGRAPH (PHOTO EXPO' 69) – June 7-15
Apply, J. Morris Esq., National Association of Photographic Manufacturers, 10 Rockfeller Plaza, New York City 10020.

Printing, Stationery and Printing Machinery

NAGOYA: JAPAN PRINTING AND BOOKBINDING MACHINERY SHOW – May 3-5
Apply, Japan Printing and Bookbinding Machinery Manufacturers' Association, Kikai Shinko Kaikan, 21-1-5 Shiba Park, Minato-ku, Tokyo.

MIAMI: SCREEN PRINTING ASSOCIATION (SPA) – October 9-12
Apply, C. D. Soresi, Esq., Screen Printing Association, 1145 19th Street, NW Washington DC 20076.

Scientific Instruments and Nuclear Equipment

MONTREAL: CANADIAN NUCLEAR ASSOCIATION, 'ATOM SHOW '69' – June 8-11
Apply, R. F. Gross, 19 Richmond Street, West Toronto 1, Ontario, Canada.

SAN FRANCISCO: ATOM FAIR – December 1-5
* Apply, Jerome H. Brown, President National Exposition Co., 14 W 40th Street, NYC 10018.

Ships and Boats

TOKYO: TOKYO BOAT SHOW – March 19-25
Apply, Japan Boating Promotion Association, 2, 3-Chome, Ginza, Chuo-Ku, Tokyo.

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 17-26
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

SYDNEY: 2ND INTERNATIONAL BOAT SHOW – July 25-August 2
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney 47, Chippen Street, Chippendale, NSW 2008.

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 28-October 1
Apply, G. Hughes Esq., 307 N. Michigon Avenue, Chicago.

Sports Goods and Camping Equipment including Caravans

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 14-22
Apply, Canadian National Sportsmen's Show, 85 King Street, E. Toronto 1.

Textiles and Textiles Machinery

GREENVILLE: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24
Apply, Miss B. M. Green, c/o Textile Hall, Corporation, PO Box 5823, Greenville, South Carolina.

SYDNEY: 2ND INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITON – November 3-6
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney 47, Chippen Street, Chippendale, NSW 2008.

Toys and Games

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 9-12
Apply, G. Neuburger, 545 5th Avenue, New York, NY 10017.

SYDNEY: INTERNATIONAL TOY FAIR – March 16-20
Apply, The Organiser, International Toy Fair (1969), Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

Other Specialized Fairs

MONTREAL: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal 3. PQ Canada.

NEW YORK: THE INTERNATIONAL BEAUTY SHOW March 16-19
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-778 1186).

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 4-6
Apply, New York, NY 10036.

TORONTO: ANNUAL CONFERENCE – INDUSTRIAL ACCIDENT PREVENTION ASSOCIATION – April 21-22
Apply, D. E. Ireland Esq., Manager Public Service Department, Industrial Accident Prevention Associations, 90 Harbour Street, Toronto 1, Ontario.

NEW YORK: THE NEW YORK PREMIUM SHOW – April 21-24
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ATLANTIC CITY: KNITTING ARTS EXHIBITION – April 28-May 2
Apply, Robert T. Kenworthy Inc., Eight Sixty-Six United Nations Plaza, New York, NY 10017.

LOURENCO MARQUES: AGRICULTURAL, COMMERCIAL AND INDUSTRIAL FAIR (FACIM) – May 31-June 15
Apply, Farim Feira Agro-Pecuania Commercial e Industrial d Mocambique Predio Santos Gil 2n22 Caixa Postal 1761, Lourenco Marques.

CHICAGO: INDEPENDENT PET INDUSTRY TRADE SHOW – June 8-10
Apply, H. H. Backer Associates, 2151 N. Hudson Avenue, Chicago, Illinois, 60614.

PHILADELPHIA: NATIONAL EDUCATION ASSOCIATION OF THE UNITED STATES – June 29-July 4
* Apply, Dr. R. E. Carpenter, Assistant Executive Secretary, 1201 16th Street, NW Washington DC 20036.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 5-7
Apply, Mrs. J. Winter, 431 Chauncy Street, Brooklyn, NY 11233.

NEW YORK: POINT OF PURCHASE ADVERTISING INSTITUTE'S ANNUAL SYMPOSIUM AND EXHIBITION – November 18-20
Apply, Mrs. D. A. May, 521 Fifth Avenue, New York, NY 10017.

ATLANTA: BOBBIN SHOW (NEEDLE TRADES MANAGEMENT EXPOSITION) – September 17-20
Apply, R. Segal Esq, PO Box 1354, Columbia, South Carolina.

CHICAGO: VISUAL COMMUNICATIONS CONGRESS – November 5-8
Apply, J. E. Sedon, 770 S Adams, Room 108, Birmingham, Michigan.

1970 General

MONTEVIDEO (URUGUAY): 2ND WORLD INDUSTRY FAIR – February 10-March 31
Apply, 'FARIUR 70' of Hotel Victoria Plaza, Plaza Independencia, 759 PO Box 3023 Montevieo.

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – March-April
Apply, The Secretary, Witwatersrand, Agricultural Society, PO Box 4344, Johannesburg.

OSAKA: JAPAN WORLD EXPOSITION – March 15-September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27, Hommachi 4-Chome, Higashi-Ku, Osaka.

1970, *continued*

TEL AVIV: INTERNATIONAL TRADE FAIR – May 25-June 9
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36, Kingsway, London, WC2 (Tel. Holborn 9696).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT SHOW – January 21-24
Apply, Ontario Retail Farm Equipment Dealers' Association, 145 Sheppard Avenue East, Willowdale, Ontario.

SYDNEY: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – October 12-16
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Building, Public Works and Construction Equipment

HOUSTON: NATIONAL ASSOCIATION OF HOME BUILDERS – January 18-22
Apply, National Association of Home Builders, 1625 L Street, NW Washington DC 20036.

HOUSTON: CONCRETE INDUSTRIES EXPOSITION – January 26-29
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-778 1186.

SYDNEY: INTERNATIONAL BUILDING EXHIBITION – June 15-20
Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W1M 5AB.

JOHANNESBURG: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13
Apply, The Building Exhibition Overseas Division, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW – December 7-10
Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Clothing

CHICAGO: MENSWEAR RETAILERS OF AMERICA CONVENTION AND EXHIBITION – February 9-14
Apply, L. Rothschild Esq., 1257, Munsey, Building, Washington DC 20004.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 5-8
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

Chemicals and Allied Industries including Plastics

TOKYO: INTERNATIONAL FAIR OF PLASTICS – 'JAPANPLAS' – May 1-10
Apply, Japan Society of Plastics Technology, 8 Ginza Higashi, 2 Chome, Chuo-Ku, Tokyo.

Engineering, Electrical and Electronic including Radio and Television

ANAHEIM: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEP-CON WEST) – February 10-12
Apply, Jerome H. Brown, President, National Exposition Co., 14 W 40th Street, New York, NY 10017.

MELBOURNE: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION – 'CETIA' – February 23-27
Apply, R. J. Glover Esq., Executive Director CETIA Exhibition Administration, Box 3629, GPO Sydney, NSW, Australia, 2001.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-30
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

SYDNEY: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, GPO Sydney.

OSAKA: INTERNATIONAL MACHINE TOOL TRADE FAIR – October
Apply, The Secretariat, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – ELECTRA '70 – October
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

CHICAGO: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 16-19
Apply, Irwin I. Chaitin, Exposition Director, 1601 W Lafayette, Detroit, Michigan.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

SYDNEY: CATERING TRADE FAIR – April 27-May 1
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Footwear

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: CANADIAN HARDWARE SHOW – February 2-5
Apply, V. G. Taylor, Manager, 90 Merton Street, Toronto 7, Ontario.

Hospital, Medical, Surgical and Dental Equipment

SYDNEY: INTERNATIONAL HOSPITAL EQUIPMENT EXHIBITION (HOSPEX '70) – September 28-October 2
Apply, Industrial and Trade Fairs, Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Motor Vehicles, Motor Cycles and Cycles

NEW YORK: AUTOMOTIVE ACCESSORIES OF AMERICA INTERNATIONAL EXPOSITION – February 8-12
Apply, E. S. Erlichman, 555 E City Line Avenue, Bala-Cynwyd, Pa 19004.

CHICAGO: INTERNATIONAL AUTOMOTIVE SERVICE INDUSTRIES SHOW – February 25-27
Apply, H. Ericson Junior, Show Manager, 28E Jackson Boulevard, Chicago, Illinois, 60604.

Office Machinery and Equipment

TOKYO: 37TH BUSINESS SHOW – May
Apply, Nippon Office Management Association, 1 Ginza, 2-Chome, Chou-Ku, Tokyo.

NEW YORK: BUSINESS EQUIPMENT EXPOSITION AND CONGRESS – October 26-30
Apply, Business Equipment Manufacturers' Association, 235 East 42nd Street, New York, NY 10017.

Packaging Machinery and Materials including Containers

TOKYO: PACKAGING SHOW – September 22-28
Apply, Tokyo Packaging Technigue Association, Houshu Building, Ginza Higashi, Chou-Ku, Tokyo.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 3-5
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Printing, Stationery and Printing Machinery

SYDNEY: INTERNATIONAL PACKAGING AND PRINTING EXHIBITION PAKPRINT – May 11-15
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1.

OSAKA: 'THE NO. 19 JAPAN PRINTING CULTURE FESTIVAL' (JP70'. (At Minato Fair Ground) – May 21-27
Apply, Mr. Maeda, The Japan Printing Industry Association, 19 Nakano-cho, 2-chome, Miyakojima-ku, Osaka.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 21-February 1
Apply, Jos E. Choate Adm VP, 420 Lexington Avenue, Room 2720, New York, 10017.

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – January 31-February 9
Apply, T. R. Mooney Esq., 325 N. Pacific Avenue, San Francisco 94111.

SAN FRANCISCO: GIFT SHOW – February 1-4
Apply, Western Merchandise Exhibitors' Association, 1355, Market Street, San Francisco 3, California.

TORONTO: GIFT SHOW – February 16-19
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 22-26
Apply, Jim W. Wray Jr. Manager, 3000 Trade Mart Dallas.

Toys and Games

MONTREAL: CANADIAN TOY FAIR – February 26-March 5
Apply, W. Griffith, Secretary, Room 1307, 67 Yonge Street, Toronto W.

SYDNEY: INTERNATIONAL TOY FAIR – March
Apply, The Organiser, International Toy Fair (1970), Australian-British Trade Association, 4 Bridge Street, Sydney, NSW.

Other Specialized Fairs

TORONTO: 5TH CANADIAN EDUCATION SHOWPLACE – January
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

CHICAGO: INTERNATIONAL CONVERTING EQUIPMENT (CONVERT '70) EXHIBITION – March 23-29
Apply, The Show Company, 1605 Cahuenga Boulevard, Los Angeles, California.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September
Apply, Mrs. J. Winter, National Association of Pet Industry, 431 Chauncey Street, Brooklyn, New York, 11233.

1971 General

ACCRA: INTERNATIONAL TRADE FAIR – February
Apply, Ghana International Trade Fair, Ministry of Trade, PO Box M47, Accra.

MELBOURNE: INTERNATIONAL TRADE FAIR – May
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney, 47 Chippen Street, Chippendale, NSW 2008.

SYDNEY: INTERNATIONAL TRADE FAIR – August 13-22
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

WELLINGTON: INTERNATIONAL TRADE FAIR – August 18-September 4
Apply, Wellington Show Association Inc., Box 6141, Wellington, NZ.

1971 Specialized

Engineering, Electrical and Electronic including Radio and Television

SYDNEY: 4TH MACHINE TOOL EXHIBITION – October 14-23
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1969 General

EASTBOURNE: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION – September 25-27. At Floral Hall
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BELFAST: 102ND ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 21-24. At Balmoral Show Grounds
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 28-31. At Shepton Mallet
* Apply, Major The Lord Darling, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath (Tel. Bath 3010 and 61465).

LONDON: WORLD FISHING EXHIBITION – May 28-June 3. At Olympia
† Apply, Commercial Exhibitions Ltd., The Towers, Shepherds Bush Road, London, W6 (Tel. 01-748 3071).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 10-12. At Permanent Showyard
* Apply, Glynne Hastings, Secretary, Three Counties Agricultural Society, Three Counties Showyard, Malvern, Worcestershire (Tel. Malvern 61731).

EDINBURGH: ROYAL HIGHLAND SHOW – June 17-20. At Ingliston
* Apply, The Royal Highland & Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh, 12 (Tel. 031-225 6106/7).

NORWICH: ROYAL NORFOLK SHOW – June 25-26. At Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, NOR 45J, Norfolk (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 1-4. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, SW1 (Tel. 01-235 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 8-10. At Permanent Showground
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York, YO3 6RA (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 22-24. At Llanelwedd, Builth Wells
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October 21-23. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W1 (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 8-12. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 10-12. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Building, Public Works and Construction Equipment

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – October 6-11. At Crystal Palace
† Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 13-25. At Olympia
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

LONDON: OCCA 21ST TECHNICAL EXHIBITION – March 24-28. At Alexandra Palace, N.22
* Apply, Oil & Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONFERENCE – March 25-28. At Earls Court
* Apply, Thunderbird Enterprises Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PLASTICS EXHIBITION – INTERPLAS – June 18-27. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Clothing

LONDON AND PROVINCES: BRITISH FASHION WEEK – March 31-May 30. Fashion Parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 935 2915/7).

LONDON: LONDON FASHION EXPORT WEEK – April 16, 17, 22, 23. At Celanese House, Hanover Square, W.1
Apply, Clothing Export Council, 54 Grosvenor Street, London, W1 (Tel. 01-493 8882).

LONDON: 20TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 21-24. At Royal Institute Galleries, W.1
* Apply, Herbert Goodier, MBE, FCA, Teenage, Infants' and Girls' Fashion Fair Organization, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 34TH JUNIOR FASHION FAIR – April 21-24. At R.H.S. Old Halls, S.W.1
* Apply, National Children's Wear Association, 40-42 Oxford Street, London, W1 (Tel. 01-636 1833).

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 23-26. At Hotel Metropole
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1 (Tel. 01-580 2918).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – September 29-November 28. Fashion parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 35TH JUNIOR FASHION FAIR – October 20-23. At R.H.S. Old Halls, S.W.1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. 01-636 1833/4).

LONDON: 21ST PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 20-23. At Royal Institute Galleries, W.1
* Apply, Herbert Goodier, MBE, FCA, Teenage, Infants' and Girls' Fashion Fair Organization, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

Engineering, Electrical and Electronic, including Radio and Television

HARROW-ON-THE HILL: 21ST INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 13-17. At Kings Head Hotel
* Apply, Mr. A. J. Walker, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-422 4825).

LONDON: INTERNATIONAL LONDON ELECTRONIC COMPONENTS SHOW – May 20-23. At Olympia
† Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 20-24. At Majestic Hotel
* Apply, Decorative Lighting Manufacturers & Distributors Association, Sardinia House, 52 Lincoln's Inn Fields, London, WC2 (Tel. 01-405 9292).

Engineering, Other

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 22-30. At Olympia
† Apply F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – April 22-30. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: MINING AND METALLURGICAL EXHIBITION – May 5-8. At Alexandra Palace, N.22
Apply, Brintex Exhibition Organisers Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL SHEET METAL EXHIBITION – July 7-10. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

1969, *continued*

LONDON: INTERNATIONAL RECLAMATION AND DISPOSAL EXHIBITION – July 14-18. At Olympia
† Apply, Maclaren & Sons Ltd., Davis Housse, 69/77 High Street, Croydon, Surrey (Tel. 01-688 7788).

LONDON: INTERNATIONAL FILTRATION AND SEPARATION EXHIBITION – September 23-26. At Olympia
† Apply, Filtech Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

LONDON: EIA 22ND ENGINEERING EXHIBITION – October 14-17. At R.H.S. New Hall, S.W.1
* Apply, Engineering Industries Association, 3/7 Portman Square, London, W1 (Tel. 01-935 2241).

LONDON: 3RD ENGINEERING INSPECTION AND QUALITY CONTROL EXHIBITION AND CONFERENCE (INSPEX '69) – November 10-13. At Royal Horticultural Halls
* Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL LUBRICATION AND TRIBOLOGY EXHIBITION – November 25-28. At R.H.S. New Hall, S.W.1
Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

Fancy Goods, Jewellery and Giftware

LONDON: 11TH WHOLESALE BUYERS GIFTS FAIR – December 7-11. At Mount Royal Hotel, W.1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175/8).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

GLASGOW: SCOTTISH LICENSED TRADE, HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY) – March 3-7. At Kelvin Hall
* Apply, Trade and Technical Exhibitions (Scotland) Ltd., Dorset Buildings, Salisbury Square, London, EC4 (Tel. 01-353 1555).

LONDON: THE LICENSED VICTUALLERS FAIR – March 10-14. At Earls Court
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

EDINBURGH: SCOTLAND'S FOOD EXHIBITION – March 11-22. At Waverley Market
* Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: INTERNATIONAL DELICATESSEN EXHIBITION – April 21-24. At RHS Halls, S.W.1
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

NEWCASTLE-UPON-TYNE: 4TH TYNESIDE HOTEL, INDUSTRIAL CATERING AND LICENSED VICTUALLERS EXHIBITION – April 22-25. At High Gosforth Park
* Apply, Slade Promotions Ltd., 52 Shaftesbury Avenue, London, W1 (Tel. 01-437 4260/734-7400).

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 6-11. At Olympia
Apply, The Traders Markets and Exhibitors Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 9-20. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Footwear

LONDON: AUTUMN SHOES EXHIBITION – March 23-26. At Hotel Russell, W1
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: SPRING SHOES EXHIBITION – October 5-8. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1 (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

MANCHESTER: 'EVENING NEWS AND CHRONICLE' BRIGHTER HOMES EXHIBITION – March 11-29. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: NTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – May 13-16. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER: 1969 BFM MANCHESTER EXHIBITION – August 11-14. At Belle Vue and City Hall
* Apply, B.F.M. Exhibitions Ltd., 17 Berners Street, London, W1 (Tel. 01-580 5115).

HARROGATE: THE NORTHERN FLOOR COVERINGS FAIR – September 9-12. At The Exhibition Centre
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

LONDON: 17TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 29-September 13. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

LONDON: 5TH DIY TRADEX – September 2, 3, 4, and 9, 10, 11. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER: MANCHESTER 'EVENING NEWS AND CHRONICLE' DO-IT-YOURSELF EXHIBITION – November 11-22. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Heating and Ventilating

MANCHESTER: 4TH INDUSTRIAL PROCESS HEATING EXHIBITION AND CONFERENCE (HEATEX '69) – June 2-6. At Belle Vue
* Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

MANCHESTER: 9TH NATIONAL DOMESTIC HEATING AND INSULATION IN-THE-HOME EXHIBITION – September 16-20. At Free Trade Hall
* Apply, John Clarke (Press Representations) Ltd., 11/13 Bridge Street West, Manchester 3 (Tel. 061-834 6182 & 4370).

Hospital, Medical, Surgical and Dental Equipment

LONDON: INTERNATIONAL MEDICAL ENGINEERING AND AUTOMATION EXHIBITION – MEDIA 69 – March 10-14. At Earls Court
* Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 2-6. At Olympia
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS CONFERENCE AND EXHIBITION – September 17-20. At Winter Gardens
* Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: THE BRITISH DENTAL TRADE EXHIBITION – October 8-12. At Alexandra Palace, N.22
* Apply, The British Dental Trade Association, 14 Clifford Street, New Bond Street, London, W1 (Tel. 01-493 0844).

Laundry and Allied Services

LONDON: INTERNATIONAL COIN-OPERATED LAUNDRY, DRY CLEANING AND ALLIED TRADE EXHIBITION – April 21-26. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Motor Vehicles, Motor Cycles and Cycles

BRIGHTON: 1969 INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 5-12. At Metropole Exhibition Hall
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 15-25. At Earls Court
* Apply, Society of Motor Manufacturers & Traders, Exhibition Dept., 21/24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

GLASGOW: SCOTTISH MOTOR SHOW – November 7-15. At Kelvin Hall
† Apply, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12 (Tel. 031-225 3643).

Music and Musical Instruments

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 17-21. At Russell Hotel, WC1
* Apply, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex (Tel. 01-527 1171).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 29-October 8. At Olympia
† Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials, including Containers

LONDON: INTERNATIONAL FREIGHT CONTAINER AND CONTAINER HANDLING EXHIBITION – September 22-26. At Earls Court
† Apply, Iliffe Exhibition Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333); or The Society of Motor Manufacturers & Traders, Exhibition Dept., 21/24 Grosvenor Place, S.W.1 (Tel. 01-235 6611).

Photographic Equipment

LONDON: 4TH INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO 69 – March 10-14. At Earls Court
Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

LONDON: THE INTERNATIONAL AUDIO AND PHOTOCINE FAIRS – October 16-21. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333); or C. Rex Hassan & Associates, 42 Manchester Street, London, W1 (Tel. 01-486 2080).

Scientific Instruments and Nuclear Equipment

LONDON: THE PHYSICS EXHIBITION – March 10-13. At Alexandra Palace, N22
* Apply, The Exhibitors Officer, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1 (Tel. 01-235 6111).

LONDON: LABEX INTERNATIONAL 1969 – March 25-29. At Earls Court
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

Sports Goods and Camping Equipment, including Caravans

LONDON: 1969 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 12-22. At Earls Court
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. 01-353 6000).

LONDON: 5TH ANNUAL CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 16-19. At Alexandra Palace, N.22
* Apply, Trades Exhibition Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

Watches and Clocks

LONDON: 12TH INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 15-19. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Other Specialized Fairs

LONDON: 'STAMPEX' BRITAIN'S NATIONAL STAMP EXHIBITION – March 5-13. At RHS New Hall, SW1
* Apply, Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6465/6).

LONDON: THE 10TH SPRING ANTIQUES FAIR – March 19-29. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors & Organizers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

MANCHESTER: PORTS AND TERMINALS '69 EXHIBITION AND CONFERENCE – April 14-18. At Belle Vue
† Apply, Maclean, Hunter Ltd., 30 Old Burlington Street, London, W1 (Tel. 01-437 0644).

HARROGATE: 1969 BRITISH PET TRADE FAIR – April 27-29. At Exhibition Centre
* Apply, Mr. John Yates, John Yates Publications, 53, Spring Gardens, Manchester, 2 (Tel. 061-236 3725).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 11-26. At Grosvenor House, Park Lane, W1
* Apply, John Stanford, Organizing Secretary, Antique Dealers Fair and Exhibition, Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

LONDON: NATIONAL AUDIO-VISUAL AIDS CONFERENCE AND EXHIBITION (NAVEX 69) – July 21-24. At Olympia
* Apply, The National Committee for Audio-Visual Aids in Education and the Educational Foundation for Visual Aids, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5742).

HARROGATE: 19TH NORTHERN ANTIQUE DEALERS FAIR – September 4-11. At Royal Hall
* Apply, The Secretary, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3 (Tel. Bradford 23223).

LONDON: EXPORT SERVICES EXHIBITION – September 8-12. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: 19TH AUTUMN ANTIQUES FAIR – September 17-27. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitions & Organisers) Ltd., 21 George Street, St. Albans, Herts (Tel. St. Albans 56069).

LONDON: DUST CONTROL AND AIR CLEANING EXHIBITION – September 23-26. At Olympia
Apply, Technology Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

LEEDS: THE CLUB TRADE FAIR – October 14-18. At Queens Hall
* Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 4-6. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1970 Specialized

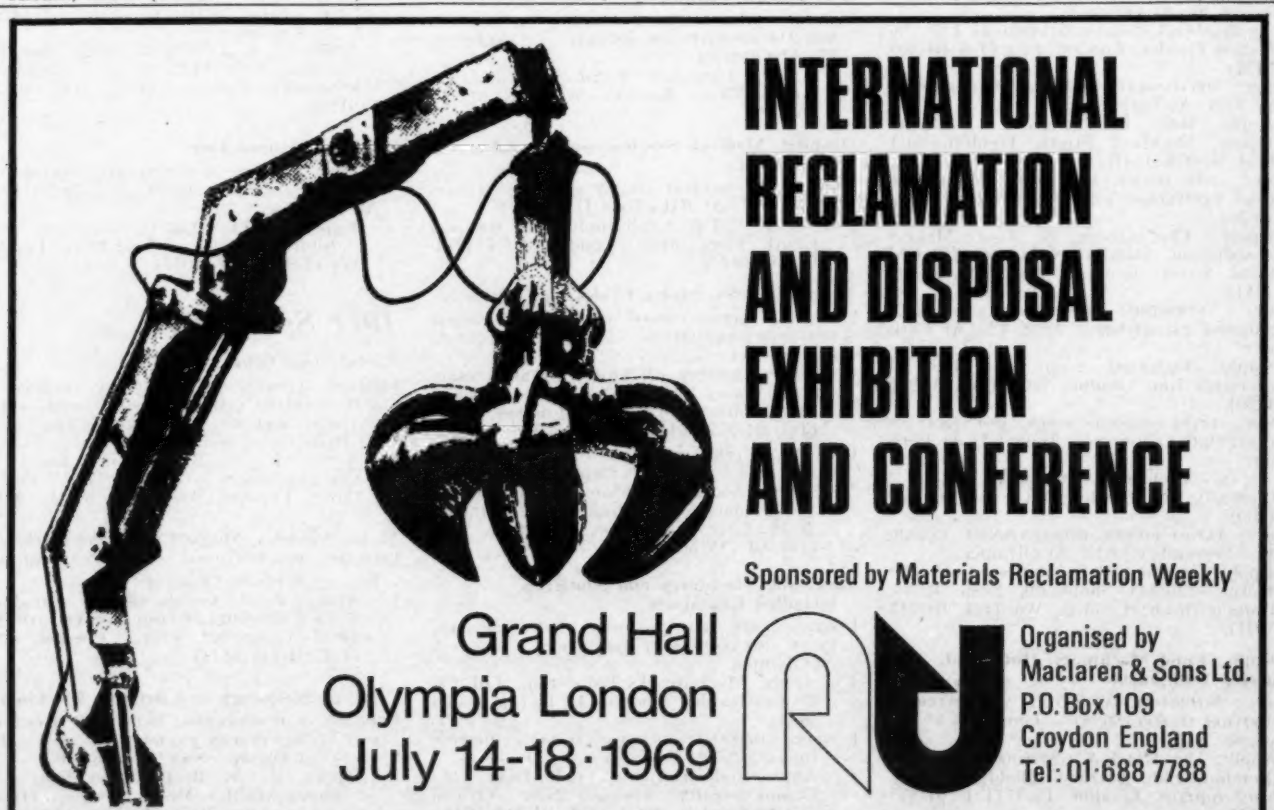
Agriculture, Forestry, Fishing and Agricultural Machinery

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 7-11. At Earls Court
* Apply, Exhibition Manager, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Building, Public Works and Construction Equipment

MANCHESTER: BUILDING TRADES EXHIBITION – October 19-24. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. 061-832 6363).

LONDON: PUBLIC WORKS AND MUNCIPAL SERVICES CONGRESS AND EXHIBITION – November 16-21. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).



1970, *continued*

Clothing

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX 70) – February 23-27. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – September 15-19. At Olympia
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

Display and Shop Equipment

LONDON: SHOPSHOW INTERNATIONAL – INTERNATIONAL SHOP EQUIPMENT AND SELF SERVICE EXHIBITION – April 16-19. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Engineering, Electrical and Electronic, including Radio and Television

LONDON: LIGHTSHOW – January 19-23. At Olympia
* Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: ELECTRICAL ENGINEERS EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1 (Tel. 01-636 3450).

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 11-16. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-734 1622).

Engineering, Other

LONDON: INTERNATIONAL WIRE EXHIBITION – April 26-30. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
* Apply, The Gauge & Tool Makers Association, Standbrook House, 2/5 Old Bond Street, London, W1 (Tel. 01-493 3451).

LONDON: INDUSTRIAL FINISHING AND ANTI-CORROSION EXHIBITION – June 1-5. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PIPES AND PIPELINE ENGINEERING EXHIBTION – June 1-5. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 13-18. At Olympia
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, Hammersmith, London, W6 (Tel. 01-748 3071).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

LONDON: INTERNATIONAL HOTEL AND CATERING EXHIBITION (HOTELYMPIA) – January 6-15. At Olympia
† Apply, The Hotel & Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4 (Tel. 01-353 1555).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 14-25. At Kelvin Hall
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

Footwear

BLACKPOOL: SLIPPER FAIR – January 21-24. At Savoy Hotel
* Apply, Shoe and Leather News (Exhibitors) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 26-30. At Olympia
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR (CARPEX) – February 23-27. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 3-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 8-11. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

MANCHESTER: 13TH DO-IT-YOURSELF EXHIBITION – November 10-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. 061-832 6363).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 20-25. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

Hospital, Medical, Surgical and Dental Equipment

LONDON: BIO-MEDICAL ENGINEERNG EXHIBITION – May 12-15. At RHS New Hall, SW1
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September -18-26. At Earls Court
† Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 14-24. At Earls Court
* Apply, Society of Motor Maunfacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Packaging Machinery and Materials including Containers

LONDON: 4TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 1-5. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Printing, Stationery and Printing Machinery

LONDON: STATIONERY INDUSTRY EXHIBITION – STATINDEX – January 26-30. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1 (Tel. 01-580 9256).

LONDON: INTERNATIONAL OFFSET LITHO EXHIBITION – INTERLITH – April 14-17. At Olympia
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 7-17. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481/5).

LONDON: SHIPS GEAR INTERNATIONAL '70 – July 13-17. At Olympia
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Sports Goods and Comping Equipment, including Caravans

LONDON: BRITISH SPORTS TRADE FAIR – November 22-25. At RHS New Hall, SW1
† Apply, The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01-437 7281).

Toys and Games

HARROGATE: INTERNATIONAL TOY FAIR – January 10-15. At various venues
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2 (Tel. 01-606 8921).

LONDON: AMUSEMENT TRADES EXHIBITION – January 20-22. At Alexandra Palace, N22
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

BRIGHTON: 16TH BRITISH TOY FAIR – February 1-5. At Various venues
* Apply, J. A. Glanfield, British Toy Fair (International) Ltd., Regent House, 89 Kingsway, London, WC2 (Tel. 01-242 9158).

Other Specialized Fairs

LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1 (Tel. 01-486 1044).

1971 Specialized

Engineering, Other

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION, AND THE INTERNATIONAL WELDING EXHIBITION – April 21-29. At Earls Court and Olympia
† Apply, F. W. Bridges and Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 6-16. At Olympia
† Apply, A. A. Goode, Racing Car Show Joint Committee, Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

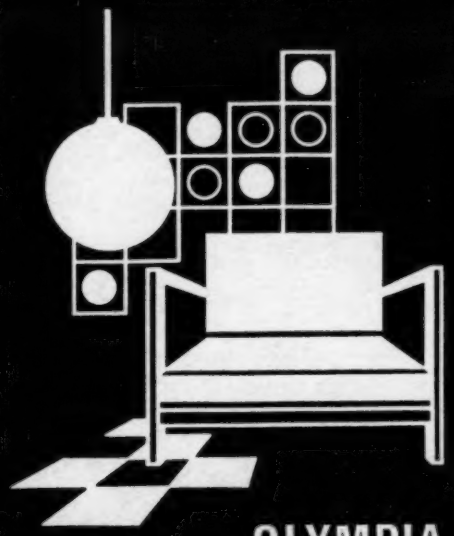
Printing, Stationery and Printing Machinery

LONDON: INTERNATIONAL PRINTING, MACHINERY AND ALLIED TRADES EXHIBITION – IPEX – July 13-24. At Olympia and Earls Court
Apply, F. W. Bridges and Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

decor INTERNATIONAL

INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION

An exhibition of furniture and interior decor for architects designers purchasing officers and all contract buyers



OLYMPIA LONDON

Open Daily 10 a.m.-6 p.m. **13-16 MAY '69**

Alongside this will be the

CHURCH AND EDUCATIONAL EQUIPMENT EXHIBITION

for those who specialise in supplying equipment and services to educational establishments & churches

for further information contact:

Westbourne Exhibitions Ltd.

Crown House · Morden · Surrey · Tel. 01-540 1101

Are you looking for export orders?

There are opportunities in every issue of the

Export Service Bulletin

For specimen copy and subscription form write to the

Export Services Branch, Board of Trade
Hillgate House, 35 Old Bailey, London, E.C.4
Telephone: 01-248 5757, *Ext.* 7050/433

mentioning the commodities or countries of special interest to you

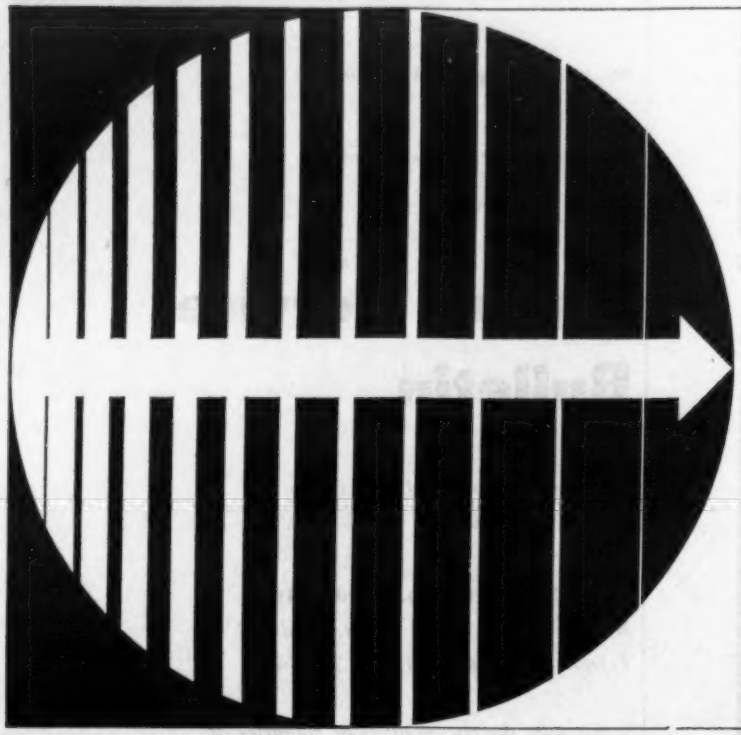
Protective Duties 1965

An account published under the authority of H.M. Customs and Excise, showing for each item of the Nomenclature Customs Tariff (Part 3 of H.M. Customs and Excise Tariff) the total quantity, or total value, of goods delivered for home use in the United Kingdom on payment of protective duties, and the duty paid. Protective duties comprise Import Duties as defined in Part 3 of the Tariff, and Anti-Dumping Duties. Full Tariff descriptions are given and the figures cover deliveries both from ship's side and from bonded warehouse, and are adjusted in respect of overpayments. Separate figures are given for goods delivered at the Full, EFTA and Commonwealth Preferential rates of duty and for goods delivered free of duty under EFTA or Commonwealth Preference. **80s.** (*by post* 81*s.* 1*d.*)

Published by

HER MAJESTY'S STATIONERY OFFICE

and obtainable from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Belfast, or through any bookseller.



Nobody knows enough! Not even you!

**Materials, products, processes.
New techniques.
A dozen trade fairs in one—
that's the Hanover formula.
Information, contracts.
More and better knowledge.**

Don't miss it!

HANOVER FAIR '69
Saturday, April 26 — Sunday, May 4
Marketplace of the World's Industries

For further information contact:
SCHENKERS LTD., Royal London House, 13 Finsbury Square, London, E.C.2.
Tel.: 01-638 9711

In the year of quality to the

CONSUMER GOODS FAIR IN BRNO!

International participation

Specialist arrangement of exhibitions.

Glass — Leather — Textiles — Timber products — Musical instruments — Chemical products — Foodstuffs — Industrial goods — Smallware.

BRNO
18th—25th MAY 1969

Detailed information:

Brno Trade Fairs and Exhibitions,
Vystaviste 1, Brno, Czechoslovakia

Commercial Sections of the Czechoslovak Diplomatic and Consular Authorities.

**Fairs and Exhibitions Ltd.
14 New Burlington Street, London, W.1.**

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repayments	Change in debt
	By Shops (a)	By Finance Houses	Total		
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1968	262	710	972	943	+ 29
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr..	76	186	262	237	+ 25
3rd Qtr..	75	180	255	244	+ 11
4th Qtr..	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr..	61	173	234	257	— 23
3rd Qtr..	55	141	196	243	— 47
4th Qtr..	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr..	53	145	198	242	— 44
3rd Qtr..	61	201	262	250	+ 12
4th Qtr..	68	211	279	240	+ 39
1968 1st Qtr.	77	196	273	242	+ 31
2nd Qtr..	59	151	210	238	— 28
3rd Qtr..	64	178	242	234	+ 8
4th Qtr..	62	185	247	229	+ 18

(a) Durable goods shops and department stores; not including other instalment credit retailers

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246											
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30											
Finance Houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759											
Total of above	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035											

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035											
Other instalment credit retailers*	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211											
Grand Total	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269
	1969	1,246											

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(*Continued on next page*)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

*Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

HIRE PURCHASE, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		Other Instalment Credit Retailers: General Mail Order Houses (£201)		Other Instalment Credit Retailers: Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1968 Year	102	+ 8	115	+ 7	120	+ 1	210	+ 8	93	+ 1	137	+ 7
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
4th quarter	113	— 7	149	+ 1	174	Nil	278	+ 8	132	+ 1	173	+ 2
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93	+ 6	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1
October	115	— 1	123	— 2	130	+ 1	263	+ 7	84	— 2	159	+ 3
November	116	— 6	140	+ 3	165	— 4	299	+11	113	+ 1	178	+ 3
December (a)	110	—12	178	+ 2	216	+ 2	274	+ 8	185	+ 2	181	Nil
1969 January	88	—15	117	— 3	83	— 3	151	+ 7	58	— 4	107	— 4

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Durable Goods Shops (Total): Independents (£110)		Durable Goods Shops (Total): Multiples (£161)		Durable Goods Shops (Total): Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Furniture Shops: Multiples (£62)		Furniture Shops: Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Other Durable Goods Shops: Radio and electrical, etc. goods shops (f) (£82)	
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1968 Year	102	+ 8	87	+ 8	113	+ 8	96	+ 5	90	+ 2	87	+ 1	94	+ 4	113	+13	90	+11
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	— 1	79	Nil	86	— 2	109	+ 8	84	+ 4
4th quarter	113	— 7	101	— 4	123	— 8	109	— 7	101	—13	96	—19	107	— 9	125	— 1	104	— 3
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	95	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93	+ 6	77	+ 6	106	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106	+ 8	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	88	Nil
October	115	— 1	98	+ 1	128	— 1	106	— 9	97	— 9	90	—16	103	— 3	133	+ 7	103	+ 2
November	116	— 6	102	— 4	124	— 9	123	Nil	101	—13	89	—19	113	— 8	127	— 2	102	— 3
December (a)	110	—12	103	— 7	117	—14	99	—10	105	—17	106	—20	105	—13	117	— 7	106	— 7
1969 January	88	—15	83	—16	92	—12	84	—25	76	—19	66	—21	86	—17	100	—10	82	—16

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1966 Year	132	—23	117	—14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1967 Year	152	+16	137	+17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+11
1968 Year	146	— 4	138	Nil	102	+14	46	+ 4	143	+25	103	— 6	174	— 3	70	+18	158	+21	124	+ 3
1968 1st quarter	184	+67	155	+63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
3rd quarter	143	—22	144	—19	89	— 1	54	— 5	172	+25	111	—17	155	—12	66	+18	144	+16	122	—12
4th quarter	121	—31	109	—24	98	+ 7	34	— 15	98	+10	120	+ 5	165	— 2	76	+ 6	160	+18	108	—14
1968 January	163	+53	123	+58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+43
February	181	+71	158	+67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+50
March	207	+76	183	+63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+50
April	124	+ 5	137	+23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+10
May	149	+11	156	+24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+18
June	133	—21	134	—20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	—15
July	126	—35	158	—13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	—13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3
September	124	—31	129	—29	80	— 7	46	— 15	153	+16	108	—16	127	—31	62	+ 4	124	— 2	108	—24
October	150	—28	145	—20	110	+ 5	50	— 4	136	+20	122	Nil	172	— 9	81	+15	154	+15	129	—13
November	132	—42	109	—36	100	+ 4	35	— 13	87	Nil	122	— 8	162	—12	77	+ 3	175	+23	111	—24
December	81	—14	73	— 6	84	+17	16	— 39	70	+ 6	115	+31	161	+20	70	+ 1	152	+15	84	+ 2
1969 January	104	—36	99	—20	106	Nil	20	—36	77	—18	111	+43	160	—17	73	—13	186	+ 7	102	—17

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during January 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Not exceeding £100	—	1,287	1,287
Over £100 but under £1,000	—	94	94
£1,000 but under £10,000	—	565	565
£10,000 but under £50,000	—	108	108
£50,000 but under £100,000	—	9	9
£100,000 but under £1,000,000	—	14	14
£1,000,000 and over	—	—	—
Total number	—	2,077	2,077
Total amount of Nominal Capital	'000's £—	'000's £6,701	'000's £6,701

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	1,395	5,721	2,077	6,701
February	1,440	7,323		
March	1,749	7,592		
April	1,543	5,124		
May	1,837	4,034		
June	1,546	3,735		
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

Retailers' stocks in January

THE VALUE of stocks held by retailers at the end of January showed an increase of 11 per cent compared with January 1968, a slightly lower increase than that shown in the previous month.

In volume terms, retailers' stocks were 5 per cent higher than in January 1968, the same increase as shown in September and October 1968, but somewhat lower than those shown in the last two months of the year.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151											
1968	+2	+2	+3	+5	+6	+6	+8	+8	+9	+10	+11	+13
1969	+11											
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124											
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5	+6	+8
1969	+5											

Note:
Retailers' stocks at end December 1960 were £993 million at current prices.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.

Record commercial vehicle production in January

THE Ministry of Technology have announced that in January 1969 total production of commercial vehicles continued to rise strongly on a seasonally adjusted basis and reached the highest level ever. Production for export was almost a record and 19 per cent higher than in December 1968; production for the home market was at the highest level for almost three years and 4 per cent higher than in December. With the high rate in January, total commercial vehicle production in the three months November 1968 – January 1969 showed a rise of 15 per cent on the preceding three months, with export production up by 22 per cent and home market production up by 11 per cent.

Recorded production in the five weeks to February 1 averaged 9,829 commercial vehicles a week, 41 per cent more than in the corresponding period of 1968; export production was 70 per cent higher and home market production 26 per cent higher.

Total car production, however, was not quite as high in January on a seasonally adjusted basis as in December as a result of a small fall in production for export. Nevertheless, total car production in the three months November 1968-January 1969 was still about the same as in the preceding three months with a small rise in production for export, but a small fall in home market production.

In the five weeks to February 1 recorded production averaged 37,049 cars a week, 21 per cent more than in the corresponding period last year; export production was 58 per cent higher and home market production 3 per cent higher.

Statistical inquiries to Industrial Statistics Branch, Ministry of Technology, Dean Bradley House, Horseferry Road, London, S.W.1 (Tel. 01-799 5688, Ext. 34).

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	264,041	225,091	489,132	37,626	66,754	37,711	104,465	8,036
3rd quarter	13	215,398	174,188	389,586	29,968	56,719	31,750	88,469	6,805
4th quarter	13	263,799	205,864	469,663	36,128	68,803	43,173	111,976	8,614
1967 November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	88,868	72,950	161,818	40,455	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	60,040	51,027	111,067	27,767	16,287	8,948	25,235	6,309
August	4	57,227	43,553	100,780	25,195	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378
October	4	90,289	55,676	145,965	36,491	21,299	12,559	33,858	8,465
November	4	83,520	66,862	150,382	37,596	21,823	13,758	35,583	8,896
December	5	89,990	83,326	173,316	34,663	25,679	16,856	42,535	8,507
1969 January	5	103,373	81,872	185,245	37,049	29,478	19,668	49,146	9,829

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Mr. Gilbert A. Hunt, managing director of Rootes Motors Ltd., visited Export Packing Service Ltd., Banbury, recently, where 1,300 CKD (completely knocked down) Rootes cars are packed for export every week. Pictured with Mr. Hunt (second from right) in the EPS Rootes building, are (left to right) Mr. Jim Whitby, CKD manager of Rootes; Mr. Hugh Boucher, EPS deputy group managing director; Mr. D. G. Crook, EPS works manager; and Mr. J. R. Hope, EPS executive director.

Table 2. Production seasonally adjusted

Monthly averages. thousand

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	80	54	134	19·9	13·7	33·6
1964	97	59	156	23·8	15·0	38·7
1965	89	54	144	23·4	14·5	37·9
1966	82	52	134	21·7	14·8	36·6
1967	82	47	129	20·5	11·6	32·1
1968	84	67	151	21·6	12·5	34·1
1966 1st quarter	92	52	144	24·1	14·6	38·7
2nd quarter	89	54	143	23·0	14·9	38·0
3rd quarter	86	52	137	22·0	15·7	37·7
4th quarter	60	51	110	17·7	14·1	31·8
1967 1st quarter	71	51	122	17·8	13·5	31·3
3rd quarter	79	49	128	19·5	11·7	31·2
3rd quarter	86	44	130	21·8	10·6	32·4
4th quarter	94	44	138	22·8	10·7	33·5
1968 1st quarter	83	60	143	21·4	12·1	33·4
2nd quarter	76	68	144	20·1	12·1	32·2
3rd quarter	86	72	158	21·8	12·3	34·1
4th quarter	93	67	160	23·2	13·5	36·7
1967 November	94	45	139	22·4	11·1	33·5
December	95	48	144	22·4	10·5	33·0
1968 January	86	44	130	20·1	10·2	30·3
February	80	61	141	20·9	12·1	33·0
March	82	76	157	23·1	13·9	37·1
April	78	64	142	20·6	12·4	33·1
May	79	70	150	20·3	12·1	32·4
June	70	69	140	19·3	11·7	31·0
July	82	74	156	21·2	11·6	32·8
August	85	65	150	21·0	13·2	34·2
September	92	77	168	23·4	12·0	35·4
October	97	62	159	21·7	12·1	33·8
November	92	69	161	23·4	13·8	37·3
December	89	71	160	24·4	14·5	38·9
1969 January	90	69	158	25·3	17·3	42·6
Average of: Aug. to Oct., 1968	91	68	159	22·0	12·5	34·5
Nov. 1968 to Jan., 1969	90	70	160	24·4	15·2	39·6
Percentage change	—1	+2	N/C	+11	+22	+15

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 554 of February 21 issue.)

international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

MARCH 1

ESTABLISHED1929 RELAUNCHED1969

From the March (1969) issue MACHINERY LLOYD becomes the International engineering journal of the 1970's presenting, in a modern and concise form, technical details of new and improved products currently available to users of mechanical, electrical and constructional engineering equipment.

Practical descriptions of a great variety of equipment in an easily read style and layout sustain interest from cover to cover, while the introduction of readers' service cards, a brand new buyers' guide and the extension of the well-known "Business Opportunities" section emphasise the basic function of the new MACHINERY LLOYD—to develop international trade within the engineering industry.

For further information contact D. Nye, Manager, Machinery Lloyd, 161-166 Fleet Street, London, E.C.4. Telephone 01-353 5011

British Film Fund Agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended January 25, 1969:

Distributors' earnings submitted:

	£	£
High cost films	884,774	
Low cost films:		
Eligible (after multiplying by 2½)	11,532	
Not eligible for 2½ times rental	8,793	
		905,099
Films of less than 3,000 ft. (after multiplying by 2½)		38,954
		£944,053

Levy collections paid to Agency by HM Customs and Excise to February 3, 1969, together with an estimate of collections approximately covering entertainments for four weeks ended January 25, 1969 £301,100

The third interim allocation for the twelfth distribution period will be at the rate of 46 per cent.

Business Monitor:

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1,

Production Series:

Monthly at £1 a year, post free:

Processed Man-Made Continuous Filament Yarns for December 1968
Tools and Implements for November 1968
Imported Timber for January 1969
Motor Cycles, Three-Wheel Vehicles, Pedal Cycles and Parts for December 1968
Clothing for December 1968
Paper and Paper Making Materials for December 1968
Boxes, Cartons and Fibre Board Packing Cases for December 1968

Quarterly at 7s. 6d. a year, post free:

Internal Combustion Engines for July-September 1968
Metal Working Machine Tools for July-September 1968
Elastic Goods and Narrow Fabrics for October-December 1968
Toilet Preparations for October-December 1968
Colours for October-December 1968
Leathercloth for October-December 1968

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on February 14, page 433.

Northern Ireland Index of Production

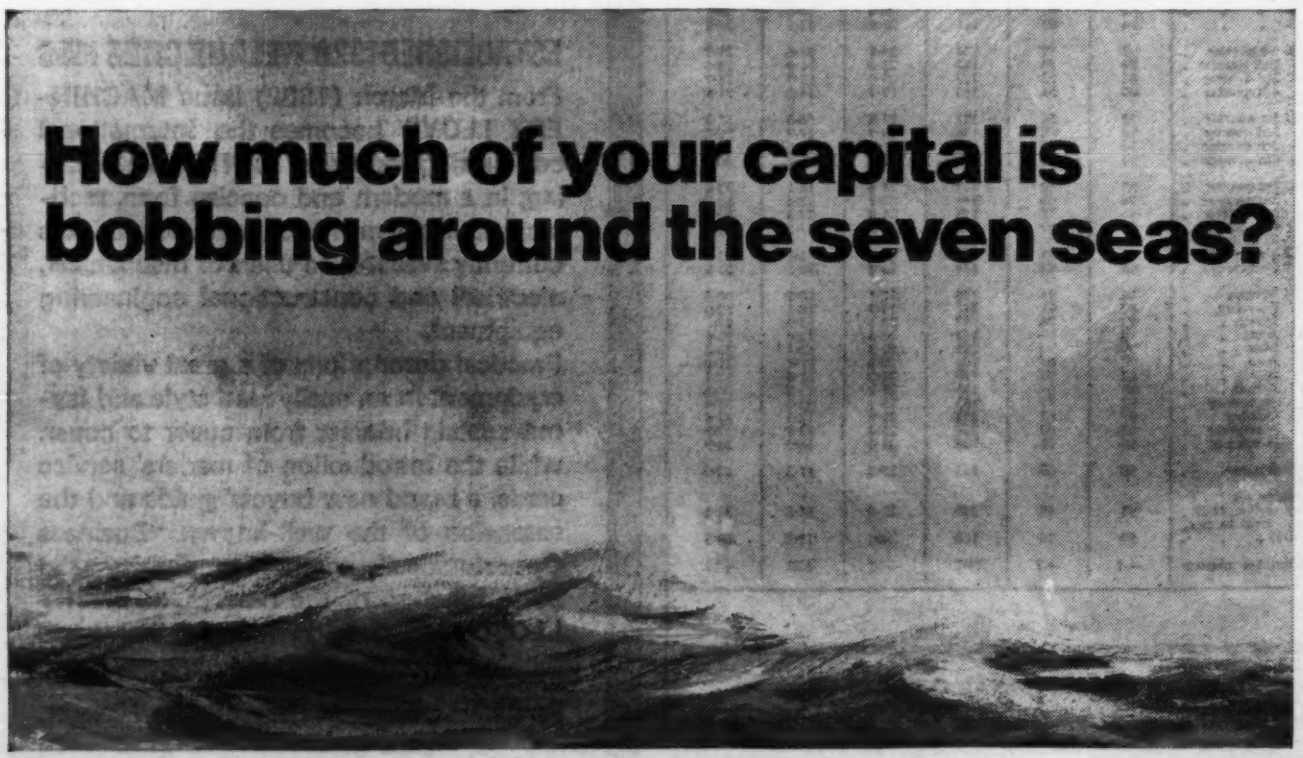
THE PROVISIONAL index of industrial production for Northern Ireland for December, 1968 prepared by the Ministry of Commerce is 138 (1963=100). This is six points lower than for November, 1968 and five points higher than for December, 1967.

The index numbers for the main industrial groups with the increase or decrease on December, 1967 shown in brackets are: textiles 170 (+ 22 points); clothing 108 (+ 4); engineering and metals 117 (+ 1); food, drink and tobacco 103 (− 3); timber and furniture 126 (+ 6); mineral products 101 (− 2); other manufacturing industries 192 (+ 10); gas, electricity and water 181 (+ 13).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



INTERNATIONAL FINANCE AND SERVICES LIMITED 38 Mincing Lane, London EC3. Tel: 01-623 3020

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 28, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

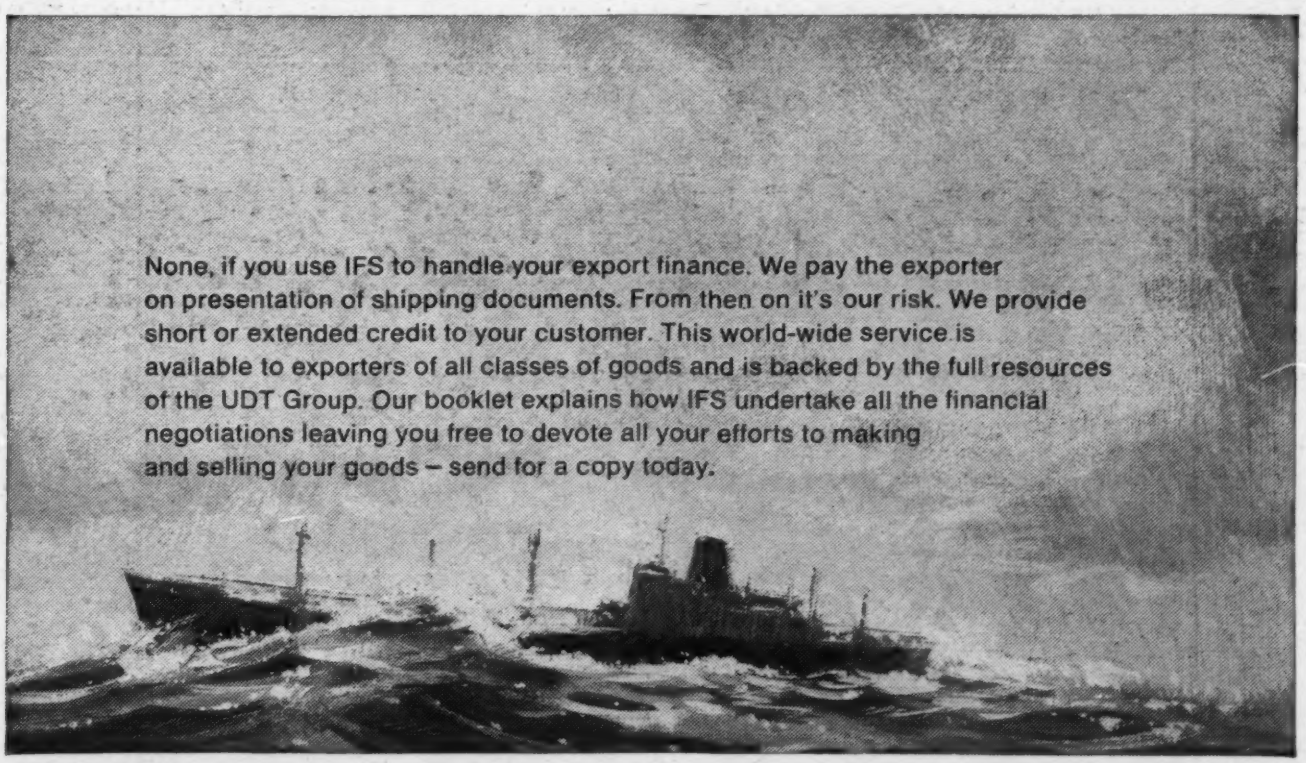
Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
2001: A Space Odyssey	Br/E 33943	140	February 24	Metro-Goldwyn-Mayer Pictures Ltd.	Hawk Films Ltd.
Judoka	Br/E 33944	19	February 24	Contemporary Films Ltd.	National Film Board of Canada.
Look at Life Series 39:					
All in a Day's Work	Br/E 33954	10	February 26	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Prime of Miss Jean Brodie	Br/E 33956	116	February 27	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.
Movietone News 2072A	Br/E 33785	7	February 28	" "	British Movietonews Ltd.
Movietone News 2073	Br/E 33786	7	February 28	" "	" "
Pathe News 69-17	Br/E 33838	8	February 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-18	Br/E 33839	8	February 28	" "	" "
			FOREIGN		
Switchboard Operator	F 33945	68	February 24	Hunter Films Ltd.	Avala Film Belgrade.
Dayton's Devils	F 33946	90	February 25	Commonwealth United Entertainments (UK) Ltd.	Madison Productions Inc.
The Viscount	F 33947	73	February 26	Warner-Pathe Distributors Ltd.	Capitale Films, Paris and Eichberg Films GmbH, Munich.
Candy	F 33948	123	February 26	Cinerama International Releasing Organization.	Dear SpA, Rome and Les Films, Corona, Paris.
If He Hollers Let Him Go	F 33949	105	February 26	" "	Forward Films Inc.
Hell in the Pacific	F 33950	102	February 26	" "	Selmur Pictures and H. G. Saperstein.
One Horse Town	F 33951	6	February 26	Rank Film Distributors Ltd.	Universal International Films Inc.
Bugged in a Rug	F 33952	6	February 26	" "	" "
Pretty Poison	F 33953	79	February 26	Twentieth Century-Fox Film Co. Ltd.	Lawrence Turman Inc.-Molino Productions and Twentieth Century-Fox Film Corp.
Finian's Rainbow	F 33955	144	February 27	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Shame	F 33957	103	February 28	United Artists Corp. Ltd.	A. B. Spensk, Filmindustri, Stockholm.

AMENDMENTS TO THE REGISTER:
The particulars of the film 'She' (Br/E 30231) registered on April 1, 1965, have been amended to provide alternative playing times as follows: (a) 106 minutes, (b) 84 minutes.
The particulars of the film 'One Million Years B.C.' (Br/E 31790) registered on November 17, 1966, have been amended to provide alternative playing times as follows: (a) 100 minutes (b) 85 minutes.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1.


None, if you use IFS to handle your export finance. We pay the exporter on presentation of shipping documents. From then on it's our risk. We provide short or extended credit to your customer. This world-wide service is available to exporters of all classes of goods and is backed by the full resources of the UDT Group. Our booklet explains how IFS undertake all the financial negotiations leaving you free to devote all your efforts to making and selling your goods – send for a copy today.

A member of the UDT Group of Companies · UK members of the Amstel Club

However far you're headed, the biggest single step is getting going. Just as true whether you're starting from scratch or planning to expand. But exactly what can Martins provide you with? That most precious commodity — the facts that keep you from wasting your effort. Friendly advice, on everything you're forced to face — locations, labour, company procedure, and a lot of etceteras. Martins will cut them down to size for you. All this as well as professional guidance with your finances.

Call in and have a word with the Manager of your local branch of Martins. He'll explain how the Economic Information Department can provide customers with the facts which help businesses grow. Martins have a book called "STARTING A BUSINESS IN BRITAIN" which is a mine of information on establishing a business in this country. The 1969 edition will be published in March.

Martins help businesses g-r-o-w

Martins go to extremes to be helpful

MARTINS BANK

A member of the Barclays Group

Exhibitions and Fairs

Britain has largest foreign contingent at Cologne Spring Hardware Fair

By H. Mock, Commercial Department, British Embassy, Bonn

Left: Talks in progress on the Hoover stand at the Cologne Hardware Fair. Right: General view of some of the British stands during the Fair.

WITH seven joint ventures showing the products of 109 firms and 42 individual exhibitors Britain for the first time provided the largest contingent of foreign exhibitors at the International Household Goods and Hardware Fair held in Cologne from February 20-23.

Foreign visitors up

One thousand eight hundred and forty-eight firms plus 313 additionally represented firms including 506 direct plus 241 additionally represented foreign exhibitors showed a comprehensive range of products on a total net stand area of 82,063 square metres in 14 halls. The fair attracted 58,800 visitors, of whom 12,490 were foreign visitors from 69 countries. Whereas the number of German visitors increased by only 1 per cent on last year's Spring Hardware Fair, the number of foreign visitors was up by 6.4 per cent, and was mainly accounted for by visitors from non-EEC countries.

The seven British joint venture stands which were sponsored by the Board of Trade included the British Artmetal Manufacturers' Export Group (14 firms), the British Electrical and Allied Manufacturers Association (10), the Federation of British Horticultural Exporters (15), the Federation of British Hand Tool Manufacturers (10), the Hardware Manufacturers' Association (37), the United Kingdom Cutlery and Silverware Manufacturers' Association (7), and for the first time the Birmingham Engineering and Building Centre (16). A further 42 British firms exhibited either on their own or on their German representatives' stands. Other large foreign participating countries were France (132 firms), Italy (78), United States (51), Netherlands (51), Austria (41), Switzerland (40), Belgium (36) and Denmark (35).

British participation as a whole was one of the most successful ever. Business on the upper floor in Hall 1 where the sites for the BAMEX Group and the United Kingdom Cutlery and Silverware Manufacturers were located was reported to be brisk and an improvement over last year's participation. Many new inquiries were recorded from European and overseas countries.

Major breakthrough

Members of the Hardware Manufacturers' Association exhibited in the appropriate product sections in Halls 1, 3 and 10. Mr. A. Whittle, secretary of the HMA, stated that optimism was the keynote of their seventh consecutive participation in the Cologne Fair. Increased productivity by his members coupled with improved marketing techniques were resulting in a major breakthrough in the German market. This applied particularly to the group of architectural and furniture fittings manufacturers. Other products which were particularly well received included decorated tinware, household rubber goods, bathroom scales and brushes.

Mr. J. L. Taylor, Counsellor (Commercial) in Bonn, who visited the HMA Group on the opening day, was given an encouraging picture of the sales successes of this group in the German and other European markets.

The excellent reputation for quality and design enjoyed by British horticultural and gardening equipment was amply confirmed by the interest shown in the products of member firms of the Federation of British Horticultural Exporters, who, in addition to renewing exisiting world-wide contacts, established many new ones.

Mr. S. L. Edwards, Minister (Economic) in Bonn, who visited many British stands on the second day of the Fair, including the members of BEAMA, was delighted to hear of a marked improvement in activity on previous events. By the close of the Fair, British manufacturers of domestic electrical appliances were able to report substantial orders from buyers in all EEC and EFTA countries and from overseas.

The verdict of British hand tool manufacturers was 'a good fair, but not better than last year's'; many sound inquiries were noted which are expected to result in good follow-up business.

First participation

The first participation in a Cologne fair by the Birmingham Engineering and Building Centre proved to be an outstanding success. Manufacturers of components for the domestic gas and electrical appliances industries booked substantial firm orders from Germany and other European countries and also from countries as far away as Iraq, Iran and the Ivory Coast, as well as cementing contacts with existing customers.

Spokesmen for German trade and industry stated that this year's Spring Fair has been a 'fair' to 'good' one. The Fair marked the final recovery from the 1966/67 period of recession for a very broad and important sector of German industry. German traders exercised

(*Continued on next page*)

1970 Hanover Fair: applications for space

HANOVER FAIR may claim to be the largest general trade fair in Western Europe. The fair is sectionalized and presents the products of more than 20 industries. With the first fair in 1947 it established itself as a leading international event of significant commercial importance, and has continued to attract exhibitors and trade buyers from all over the world. The demand for exhibition space at Hanover much exceeds its supply, and the waiting list of would-be exhibitors is long.

Proposals are now actively under consideration to extend accommodation for the 1970 Fair (April 25 to May 3) which, if proceeded with, may provide additional space for such products as pottery, ceramics, glassware, giftware, silverware, office equipment, computers and electrical machinery. In that event, Board of Trade assistance in co-operation with trade associations may be available for group participation. Firms are urged to apply, preferably through their trade association, by March 31, 1969, as it is expected that decisions will be made by the Fair Authority immediately following this year's Hanover Fair, April 26-May 4; alternatively, firms may inquire of Trade Fairs Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 (Miss E. J. Slegg), Ext. 3559). The United Kingdom agents for the Hanover Fair are Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-638 9711), from whom further information may be obtained.

British furniture finds a market in Japan

'THE MIRACLE MARKET' had been aptly named. A developing country, Japan offers enormous potential to the British furniture trade prepared to concentrate on this rapidly Westernizing market said Bevan Funnell, leader of the trade mission to Japan from the British Furniture Manufacturers' Export Club, at the close of a samples show at Tokyo's Akasaka Prince Hotel from February 24-28 inclusive, at which eight manufacturers exhibited their products. Mr. Funnell disclosed that substantial firm orders had been booked and negotiations were progressing between three of the exhibitors and Japanese manufacturers in respect of licensing agreements.

Representatives of all Tokyo's department stores and some from the provinces, as well as importers, wholesalers, and decorators invited to the sample show, found the design and quality of British furniture offered on the Japanese market impressive. 'When we were invited, we expected to see furniture of the styles of the last century. We were amazed to see designs which up to now we had thought were found only in Scandinavia, and to note the clever colour combinations. Clearly, this furniture will appeal to those persons in the moderate to upper income bracket who are quality and design conscious,' said one leading Japanese furniture importer.

'So many promising inquiries were received during the show that the majority of the members of the mission are remaining in Japan for a further period to conclude discussions with the Japanese buyers, and it is anticipated that the licensing agreements will be finalized in the next few days,' added Mr. Funnell.

The sample show was a part of the British Week trade promotional programme, and the furniture now being ordered will be shipped in time for the British Week which will start in Tokyo on September 26.

The highlight of the exhibition was the visit of Princess Chichibu, who toured the exhibition on Thursday, and was tremendously interested in all she saw.

Fashion and colour at Carpex and Imbex

SHARING exhibition space at Earls Court last week were two of the most eye-appealing shows in the year's calendar – Carpex and Imbex. Brightly coloured rolls, panels and squares of patterned and plain designs offered the visitor to the International Carpet, Linoleum and Floor Coverings Fair the latest news on carpet manufacture and design, while at the International Men's and Boy's Wear Exhibition gold, blue, silver and scarlet were some of the top colours being promoted. Both shows combined the traditional and the modern – the latest manufacturing processes combined with traditional designs at Carpex, and classic styles in unusual materials and colours at Imbex.

Both exhibitions were visited on their second day by HM The Queen, who toured them for almost three-quarters of an hour longer than the programme called for, and was given the news of one of the first big successes of Carpex. This was more than £350,000 worth of European orders for a British vinyl floor covering, 'Cushionflor', manufactured by Nairn Williamson (Holdings) Ltd., a good example of the carpet industry's remarkable and growing export record. During the first nine months of 1968 Britain's soft floor coverings industry marked up £14,800,000 in exports against £10,320,000 during the same period in the previous year.

Undoubtedly the big news on the buying front at this year's Carpex was the almost overwhelming amount of export business transacted. Many exhibitors said they had only just been able to cope with the constant flow of overseas visitors; one manufacturer who already exports to 45 countries said there was no question of having actively to seek out export buyers – his staff of eight was already working more than full-time interviewing overseas visitors to the stand. Lancaster Carpets of Manchester, who were showing their new 'Theme' carpet of 80 per cent wool and 20 per cent nylon – combining the economies of the tufted process with the traditional Axminster design – said this had been their busiest Carpex yet from the export point of view; the whole of their very large stand was being utilized to the full to receive foreign visitors. Among the many orders taken on the stand was a 200-roll order from one of Denmark's leading retail groups. Lancaster said they were particularly pleased at being able to finalize distribution arrangements during the fair covering all EFTA countries, France, Germany, Holland and Canada.

'All our ranges are going well with overseas buyers – we have taken orders from Denmark, the United States, Japan, Sweden, Switzerland, Austria, Norway and Holland', said Mr. T. Westerman, export sales manager of Birstall Carpet Company. 'Export interest is certainly well up on previous years.'

Imbex 69 provided an equally colourful occasion and was enlivened by regular 'fashion spectaculars' giving a kaleidoscope of men's fashion for the 1970's.

The menswear industry too has done sterling work for the export drive, and it is an industry where this tends to be as true for the small as the large firm. The opportunities available at Imbex are typified by the success of Wm. Sugden & Son, who by the third day of Imbex had won £100,000 worth of business and had opened new accounts in the United States, Holland and Belgium.

Imbex and Carpex were held from February 24 to 28 and were organized by Industrial and Trade Fairs Ltd.

COLOGNE SPRING HARDWARE FAIR, *continued*

some caution in placing orders, there being no necessity in view of current delivery dates to carry large stocks or to order for delivery. If anything there was a marked tendency on the part of indigenous traders to view the Fair as a medium for information and contacts, with order-placing to follow later.

'Back to normal'

Prices, which during the period of recession were partly reduced, are now reported to be 'back to normal', and to have been more or less stable during the Fair. Average price increases of between 2 and 5 per cent are expected later this year.

This major international event was the obvious barometer for observations on the effects of the 'border' taxes measures introduced last November. German firms whose exports are temporarily burdened with a 4 per cent export levy reported no drop in export orders during the fair, although they had in almost all cases to increase their export prices by between 2 and 4 per cent. There were complaints from German importers that many foreign manufacturers had reacted to the 4 per cent rebate measure on imports by increasing their export selling prices, thereby nullifying any possibility of achieving additional sales as a result of the German Government's measure to increase imports. A spokesman for the German hardware and household goods retail trade commented that apart from a few reductions of at most 1 to 1½ per cent, the import rebate has had no effect on prices.

German manufacturers of domestic electrical appliances reported strong interest from trade buyers from many countries. Domestic demand for washing machines is almost exclusively confined to fully automatic units in all price categories. There was considerable interest in refrigerators with large deep freeze units, deep freeze cabinets, dish washers and night storage heaters.

In the household goods sector, there was a good demand for enamelled pots and pans of modern design in bright colours and a variety of patterns. The popularity of non-stick finishes continues to grow. Eighty per cent of frying pans and 20 per cent of other pans are non-stick.

Demand for quality

Better quality tools, electric hand tools and do-it-yourself equipment attracted considerable interest from German and foreign buyers. Domestic delivery dates are said to have been a main topic of discussion and in some cases once again amount to several months. The hobby tools business in the Federal Republic continues to develop and there is a growing demand for better quality products.

In the horticultural equipment section of the Fair, a more comprehensive offering stimulated purchases by buyers to supplement their existing ranges. The demand for motor-driven lawn mowers in preference to hand-driven units continues.

Some pre-fair pessimism on the part of cutlery manufacturers proved in the event to be unfounded, with the final verdict on business booked being 'satisfactory'. German manufacturers offered their cutlery products in better quality and more sophisticated packaging and generally extended their range of articles and presentation packs. Price increases for cutlery following increases in wages and the price of chromium-plated steel were accepted by the trade. Fifty per cent of Federal Republic of Germany production of cutlery and silverware is exported.

Ideal Home Exhibition

The organizers have announced that the 'Daily Mail' Ideal Home Exhibition at Olympia will now be open to the public on March 12 and continue until March 29.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

BELOW IS A LIST of current loans made by the United Kingdom and administered by the Ministry of Overseas Development which are tied to the supply of British goods and services.

As a general guide to firms, those loans which are totally committed to the payment of agreed contracts or do not represent any export opportunities have been marked.*

Inquiries arising from this notice should be addressed to Board of Trade, Export Policy and Promotion Division, Room 403, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2364).

Country	Amount of loan £ million	Title and purpose
1. Afghanistan*	0·2	*U.K./Afghanistan Loan*, 1966. For commercial vehicles and spare parts.
2. Cameroons*	0·35	*U.K./Cameroon Loan*, 1967. Towards the cost of modernization of the Cameroon telecommunications system.
3. Ceylon (i)*	2·0	*U.K./Ceylon Loan No. 2*, 1966. For the purchase of an agreed list of supplies and equipment.
4. Ceylon (ii)*	1·57	*U.K./Ceylon Loan No. 1*, 1967. For fertilizers, commercial vehicles and supplies required by Ceylon Government Departments.
5. Ceylon (iii)*	2·0	*U.K./Ceylon Loan No. 2*, 1967. For the purchase of an agreed list of supplies and equipment.
6. Ceylon (iv)*	1·57	*U.K./Ceylon Loan No. 1*, 1968. For the purchase of an agreed list of supplies and equipment.
7. Ceylon (v)	2·5	*U.K./Ceylon Loan No. 2*, 1968. For the purchase of an agreed list of supplies and equipment.
8. Chile (through Inter-American Development Bank).	0·358	*Loan to CORFO.* For on-lending to the private sector for the purchase of British goods.
9. Gambia (i)	3·2	*U.K./Gambia Loan*, 1967. For goods and services connected with agreed development projects.
10. Gambia (ii)	0·1	*U.K./Trans-Gambia Highway Ferry Loan*, 1968. For the purpose of improvement to the Trans-Gambia Highway Ferry.
11. Ghana*	4·8	*U.K./Ghana Loan*, 1968. For the purchase of goods and services and towards the cost of agreed development projects.
12. Guyana (i)*	0·75	*U.K./Guyana Loan No. 1*, 1968. For goods and services connected with agreed development projects and for the purchase of an agreed list of British goods and services.
13. Guyana (ii)	2·0	*U.K./Guyana Loan No. 2*, 1968. To assist in financing certain projects in Guyana's current Development programme.
14. India (i)*	4·0	*U.K./India Non-Project Loan*, 1965. For spares and equipment for the metal using industry.
15. India (ii)*	7·5	*U.K./India (Food Emergency) Loan*, 1966. Cost of shipping wheat and food supplies from other Commonwealth countries. Provision of essential equipment.
16. India (iii)*	4·833	*U.K./India (Bhopal) Loan*, 1966. For equipment for the Bhopal Heavy Electricity Plant.
17. India (iv)	0·167	*U.K./India (Sindri) Loan*, 1966. For equipment for a sulphuric acid unit at the Sindri fertilizer plant.
18. India (v)	4·0	*U.K./India Non-project Loan*, 1966. As at (i) above.
19. India (vi)*	3·0	*2nd U.K./India (Bhopal) Loan*, 1966. As at (iii) above.
20. India (vii)	7·0	*U.K./India Non-project Loan*, 1967. For the purchase of British goods and services.
21. India (viii)*	8·5	*U.K./India General Purpose Loan*, 1968. To reimburse the India Government for payments made in sterling in respect of certain purchases made in U.K.
22. India (ix)	7·0	*U.K./India Non-project Loan*, 1968. For the purchase of British goods and services.
23. India (x)	1·0	*U.K./India I.C.I.C.I. Loan*, 1968. For the purchase of British goods and services required in connection with projects financed by I.C.I.C.I.
24. India (xi)	8·5	*U.K./India Capital Investment Loan*, 1968. For the purchase of Capital Investment goods by the Private and Public Sector.
25. India (xii)	2·0	*U.K./India Mixed Project Loan*, 1968. For the purchase of British goods and services for an agreed list of projects.
26. India (xiii)*	1·5	*U.K./India General Purpose Loan No. 2*, 1968. As at (viii) above.
27. Indonesia (i)*	0·5	*U.K./Indonesia Loan*, 1967. For the purchase of British goods and services.
28. Indonesia (ii)*	0·5	*U.K./Indonesia Loan*, 1968. As at (i) above.
29. Indonesia (iii)	0·8	*U.K./Indonesia Loan No. 2*, 1968. As at (i) above.
30. Indonesia (iv)*	0·215	*U.K./Indonesia (Project) Loan*, 1969. For the purchase of 10 Leyland Buses and spare parts.
31. Iran*	4·0	*U.K./Iran Credit Agreement*, 1964. For goods and services connected with agreed development projects.
32. Kenya (i)*	0·805	*U.K./Kenya Loan No. 1*, 1966. For goods and service connected with agreed development projects.
33. Kenya (ii)	18·0	*U.K./Kenya Loan No. 3*, 1966. For British and East African goods and services connected with agreed development projects and for land transfer.
34. Malawi (i)*	7·0	*U.K./Malawi Loan*, 1966. For British and Malawi goods and services connected with agreed development projects.
35. Malawi (ii)*	0·187	*U.K./Malawi (Supplementary to 1966 Loan) Loan*, 1968. As at (i) above).
36. Malawi (iii)	5·0	*U.K./Malawi Loan*, 1969/70. As at (i) above.
37. Malaysia	25·0	*U.K./Malaysia Aid Grant and Loan*, 1968. For the purposes of development.
38. Mauritius	0·70	*U.K./Mauritius No. 2, Loan.* Towards the cost of certain development projects.
39. Nigeria (i)	10·5	*U.K./Nigeria (Telecommunciations) (Phase III) Loan*, 1968. Towards Phase III of the Nigerian Government's scheme for the expansion and modernization of the telecommunications system.
40. Nigeria (ii)	0·1	*U.K./Nigeria Reconstruction Grant*, 1968. For purchase of British goods and services needed for repairs to roads, bridges, other means of transport and communications.
41. Nigeria (iii)	1·0	*U.K./Nigeria Loan*, 1969. For reconstruction and development purposes.
42. Pakistan (i)*	4·0	*U.K./Pakistan Loan*, 1966. Agreed list of supplies and equipment.
43. Pakistan (ii)*	5·8	*U.K./Pakistan (Railway Electrification) Loan*, 1966. Towards the electrification of the Pakistan Western Railway between Khanewal and Lahore.
44. Pakistan (iii)*	3·617	*U.K./Pakistan Loan No. 2*, 1966. For jute mill machinery plus a small allocation for a carriage and wagon shop at Hyderabad.
45. Pakistan (iv)*	4·0	*U.K./Pakistan Loan No. 3*, 1966. As at (i) above.
46. Pakistan (v)*	2·138	*U.K./Pakistan Loan No. 1*, 1967. Jute mill machinery and a small allocation for telegraph and telecommunications department.
47. Pakistan (vi)*	4·3	*U.K./Pakistan Loan No. 2*, 1967. As at (i) above.
48. Pakistan (vii)	2·1	*U.K./Pakistan Loan No. 3*, 1967. Purchase of jute mill machinery.
49. Pakistan (viii)	4·5	*U.K./Pakistan Loan No. 1*, 1969. As at (i) above.
50. Peru (through Inter-American Development Bank).	0·358	*Loan to Banco Industrial del Peru.* For on-lending to the private sector for the purchase of British goods.

(Continued on next page)

UNITED KINGDOM AID TO DEVELOPING COUNTRIES, *continued*

Country	Amount of loan £ million	Title and purpose
51. Sierra Leone (i)*	0·5	*U.K./Sierra Leone Loan* 1967, *No.* 2. Purchase of goods and services in the U.K. towards the cost of certain development projects.
52. Sierra Leone (ii)*	0·56	*U.K./Sierra Leone Loan*, 1968. As at (i) above.
53. Singapore	50·0	*U.K./Singapore Aid Grant and Loan*, 1968. For the purposes of development.
54. Sudan	0·2	*U.K./Sudan Loan*, 1968. Towards the cost of the purchase of 10 diesel electric locomotives.
55. Turkey (i)*	3·0	*U.K./Turkey Loan*, 1966. For general purchases from Britain.
56. Turkey (ii)*	2·5	*U.K./Turkey Loan*, 1967. For general purchases of capital goods from Britain.
57. Turkey (iii)*	1·0	*U.K./Turkey Loan No.* 1, 1968. Towards the purchase of 300 Leyland buses and spare parts.
58. Turkey (iv)*	2·5	*U.K./Turkey Loan No.* 2, 1968. As at (i) above.
59. Turkey (v)*	1·586	*U.K./Turkey (Steel Pipe Plant) Loan No.* 3, 1968. To establish a Seamless Steel Pipe Plant at Kirikkale.
60. Turkey (vi)*	0·275	*U.K./Turkey Loan No.* 4, 1968. For design services and supervision of the erection of a bridge across the Bosphorus.
61. Turkey (vii)*	1·0	*U.K./Turkey Loan No.* 5, 1968. As at (i) above).
62. Uganda (i)*	2·367	*U.K./Uganda Loan No.* 2, 1966. For goods and services connected with agreed development projects.

Peru and the USSR

A COMMERCIAL AGREEMENT between Peru and the Soviet Union was signed in Lima on February 16.

The main points of the agreement are as follows: the two parties will draw up an 'indicative list' of goods to be traded; trade will be carried on at international prices and in accordance with the customs and foreign exchange regulations obtaining in each country. There will be no re-export of goods imported without prior authorization from the exporting country. Trade will be carried on under the 'most favoured nation' rule, with two exceptions; the rule will not apply to concessions granted by either country to its neighbours, or to agreements entered into by Peru consequent upon its membership of Latin American regional groupings. Soviet trade enterprises will endeavour to import as great a value of goods from Peru as they export to that country. Trade will be carried out in freely convertible currency.

Although no further information is at present available any inquiries relating to this notice may be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

Peru and Poland

DETAILS HAVE recently been received of a trade agreement signed in Lima on December 3, 1968 between Peru and Poland.

Under the agreement Poland will grant to Peruvian development banks credits to the value of US $25 million to be used for the purchase by Peru of Polish goods. Poland has offered trade on a wide range of products which include complete industrial plants for the manufacture of mechanical products, chemicals, electrical appliances and equipment for the building trade. Finished products such as tractors, trucks, medical equipment, telephone installations; a number of consumer goods including cameras, radios, record players and food preparations are also included. In return Peru has suggested a list of possible exports to Poland which includes the following items: fish, fish products, sugar, cocoa, minerals (antimony, zinc, copper, tin, iron, manganese, mercury), food preparations, leathers and skins, wood, travel goods, leather products, gold and silver ornaments and mechanical pumps.

Trade between the two countries is to observe the rules of the GATT (of which both countries are members) and will be carried out in freely convertible currency.

Poland and Bulgaria

A PROTOCOL to the Trade Agreement for 1966-70 between Poland and Bulgaria was signed in Warsaw on February 5, 1969 and provides for an 18 per cent increase in trade during 1969.

Poland will export machine tools, ships' engines and equipment, high-power electrical and electronic devices, automation apparatus, monitoring and measurement apparatus, mining, construction, road-building and textile machines, machines for the chemical and ceramic industries, metallurgical products, coke, chemicals, textiles and industrial consumer goods.

Bulgarian exports will include machine tools, electrical and electronic gear, ships, accumulator trolleys, office machines, lubricating oils, chemicals, fruit, vegetables, ready-made leather articles and industrial goods.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Poland and Cuba

A PROTOCOL to the Trade Agreement between Poland and Cuba was signed in Warsaw on February 10, 1969, and provides for trade during 1969.

Poland will export tools, agricultural equipment, water pumps, industrial fittings, laboratory and measurement apparatus, machines and spare parts, dyes, and pharmaceuticals.

Exports from Cuba will include nickel and copper concentrates, chromium ore, fruit and vegetable products, citrus fruits and coffee. No further details are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2058).

Czechoslovakia and Federal Republic of Germany

THE FIRST protocol to the agreement on exchange of goods and payments between Czechoslovakia and West Germany of August 3, 1967, was signed in Bonn on February 3, 1969.

The protocol provided for increases in opportunities for some of those Czechoslovak exports which are subject to quantitative restriction. In the industrial field export quotas have been increased for engineering and electro-technical products and products of wood, paper, cardboard, stone and clay. In the agricultural sphere quotas for fresh fruit and vegetables, products of the processing industry and some varieties of seed for sowing have either been increased or have been newly added to the list of goods.

The list of Federal Republic of Germany export items was also examined.

Inquiries relating to this notice should be directed to Export Services Branch, Tariff Section, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Norway and Czechoslovakia

A FIVE YEAR Trade Agreement between Norway and Czechoslovakia covering the period January 1, 1969 to December 31, 1973 was signed in Oslo on December 3, 1968.

Details of the agreement and quota lists for trade between the two countries during 1969 can be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

France and Turkey

THE FRENCH *Moniteur du Commerce International* of February 10 published details of the Franco-Turkish Protocol for the year 1968, concerning French aid to Turkey in the framework of the OECD Consortium, which was signed in Paris on December 16, 1968.

To facilitate the Turkish development plan France will give Turkey financial aid to the extent of Fr.102 million of which:

Fr.66 million will be in the form of long term credits for industrial plant projects chosen by both countries, and Fr.36 million for light and heavy equipment and service supplies on a five-year credit basis.

The time limit for the awarding of contracts will be three years from December 16, 1968 in the first case, and two years from the same date in the second case.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

India and East Germany

FOLLOWING the visit to India of an East German trade delegation, letters were exchanged in New Delhi on January 23, 1969 between the governments of India and Eastern Germany concluding a three-year Trade and Payments Agreement valid up to December 31, 1971.

The two countries envisage a total trade both ways of Rs.700 million (£40 million) for the calendar year 1969. Trade figures for the financial year 1967/68 show that their total trade was of the order of Rs.419 million (£23 million) and for the first six months of 1968-69 Rs.202 million (£11 million).

Indian exports to East Germany will include automobile ancillaries, air-conditioning equipment, and chemicals, in addition to traditonal commodities such as tea, jute, and cotton textiles. Major imports from East Germany are expected to include shipping equipment and accessories, and fishing trailers.

Whilst the full text of the Agreement has not yet been received, any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 or 467).

Hints to businessmen visiting Iran

A REVISED EDITION of the booklet on Iran has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Mr. Yamashita, president of the Yamashita Iron Works Limited, Osaka, Japan, recently visited the Dunstable factory of Bagshawe and Company Limited. Bagshawes have developed an automated warehouse and order picking system, and Mr. Yamashita's visit was to open negotiations for an agreement with the company, who are currently negotiating similar agreements in the United States and Europe. Left to right: Mr. Y. Yamawaki, Ataka & Co. (United Kingdom), London, Mr. Umeo Yamashita, Mr. F. N. Royle, Ataka & Co. (United Kingdom), London, Mr. Ian Maclay, managing director, and Mr. George Sarvary, warehouse development manager of Bagshawe.

CATALOGUES OF GOVERNMENT PUBLICATIONS

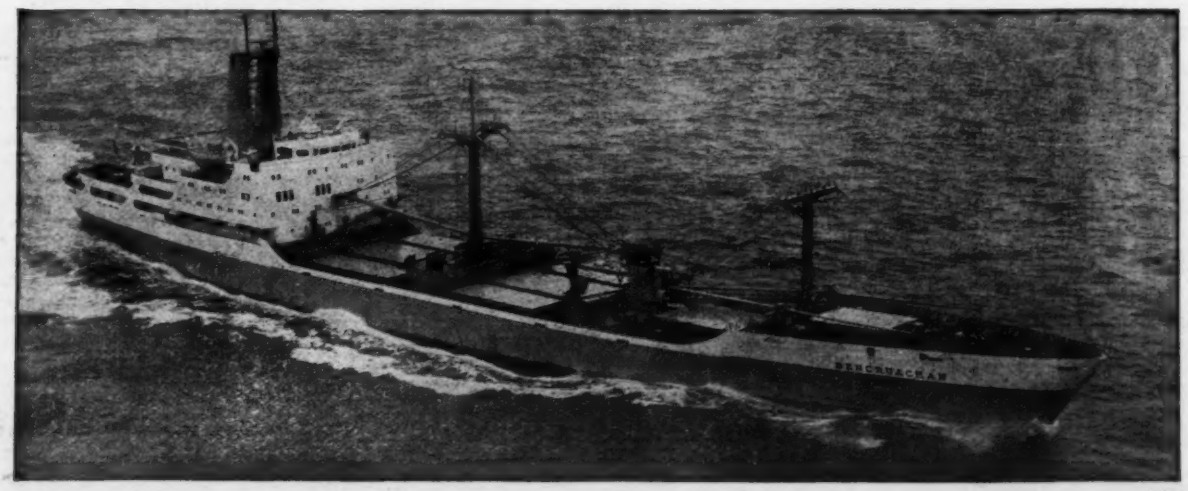
Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Better ship BEN LINE faster to and from the Far East

London Agents, Loading Brokers and Passenger Agents

Killick Martin & Co Ltd 20 Mark Lane, London EC3 Telephone: 01-623 3100

Managers: WM. THOMSON & COMPANY, EDINBURGH



BL146

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ALGERIA

Bulletin 42/69
SOCIETE NATIONALE DES CORPS GRAS:
*25s. **Glycerine Refining Plant.** (Further Information.) E.S.B. 7736/69/J.
*25s. **Oil Plant.** (Further Information.) E.S.B. 7737/69/J.
25s. **Washing Plant.** (Further Information.) E.S.B. 7738/69/J.

ANGOLA

Bulletin 38/69
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Pier Construction. April 10. E.S.B. 8167/69/J.

Bulletin 41/69
Locomotive Wheel Hoops. March 20. E.S.B. 9348/69/J.

ARGENTINA

Bulletin 42/69
AGUA Y ENERGIA ELECTRICA:
2s. **Transformers.** March 27. E.S.B. 9512/69/J.

Bulletin 43/69
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES, SA:
15s. **Insulating Switches.** March 20. E.S.B. 9531/69/J.
*21s. **Insulators.** March 20. E.S.B. 9532/69/J.

AUSTRALIA

Bulletin 39/69
DEPUTY-ASSISTANT DIRECTOR GENERAL (SUPPLY):
Electrical Protective Apparatus. (Further Information.) E.S.B. 7090/69/J.

Bulletin 40/69
STATE STORES BOARD (QUEENSLAND):
*5s. **Poplin Shirting.** March 20. E.S.B. 8629/69/J.
*3s. **Mosquito Netting.** March 27. E.S.B. 8655/69/J.
SUPPLY AND TENDER BOARD:
Echo Sounders. April 14. E.S.B. 8630/69/J.

Bulletin 41/69
HYDRO-ELECTRIC COMMISSION, HOBART:
Pole Erectors and Pole Borers. April 14. E.S.B. 9323/69/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*36s. **Transformers.** April 22. E.S.B. 9316/69/J.

Bulletin 42/69
DISTRICT CONTRACT BOARD:
*9s. **Ultra High Vacuum Pumping System.** (Further Information.) E.S.B. 7718/69/J.
ENGINEERING AND WATER SUPPLY DEPARTMENT:
Sewage Treatment Plant, Switchboard and Accessories; Pumping Units. April 3. E.S.B. 9511/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
* **Generator Sets and Equipment.** (Further Information.) E.S.B. 7721/69/J.
* **Construction of Chimney.** (Further Information.) E.S.B. 7722/69/J.
VICTORIAN RAILWAYS
*8s. **Mobile Crane.** (Further Information.) E.S.B. 7713/69/J.

BOLIVIA

Bulletin 38/69
MINISTERIO DE OBRAS PUBLICAS:
Construction of Motorway. May 6. E.S.B. 8132/69/J.

BURMA

Bulletin 38/69
PEOPLE'S OIL INDUSTRY:
*3s. **Generator Spares.** April 15. E.S.B. 8104/69/J

Bulletin 39/69
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Rubber Impellers.** March 31. E.S.B. 8387/69/J.
*3s. **Steel Plates.** March 31. E.S.B. 8388/69/J.
*3s. **Reagent Feeder.** March 31. E.S.B. 8390/69/J.
*3s. **Fuse Carriers and Switches.** March 31. E.S.B. 8391/69/J.

Bulletin 40/69
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Crusher Spare Parts.** March 31. E.S.B. 8393/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Miners' Acetylene Lamp Spares.** March 31. E.S.B. 8606/69/J.
*6s. **Insulation Materials; Electrical Fittings and Equipment.** March 22. E.S.B. 8626/69/J.
*3s. **Valves.** March 31. E.S.B. 8627/69/J.

While touring hospitals and pharmaceutical companies in Britain, Dr. Hassan Il-Hdairi (right), director general, Pharmaceutical Department, Ministry of Health, Libya, visited the Shoreham-by-Sea factory of Eschmann Bros & Walsh Ltd., a member of the Glaxo Group, to watch the manufacture of hospital equipment. Dr. Il-Hdairi was accompanied by Dr. Ibrahim Il-Muntassir (centre), head of Obstetrics Department, Tripoli General Hospital. In the picture Dr. Il-Hdairi (right) and Dr. Il-Muntassir (centre) are watching the extrusion of high grade plastic tubing with Mr. C. Cripps (export manager, Eschmann's).

*8s. **Drilling Equipment Accessories.** March 31. E.S.B. 8625/69/J.
MINISTRY OF DEFENCE:
*4s. **Water Pump.** March 25. E.S.B. 8619/69/J.

Bulletin 41/69
MINERAL DEVELOPMENT CORPORATION:
*3s. **Gravel Pumps.** March 31. E.S.B. 9308/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Locomotive Spare Parts.** March 31. E.S.B. 8609/69/J.

Bulletin 42/69
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Engineers' Hand Tools.** March 31. E.S.B. 9377/69/J.
*2s. **Galvanized Iron Wire.** April 2. E.S.B. 9378/69/J.
PEOPLE'S OIL INDUSTRY:
*2s. **Tyres and Tubes.** March 31. E.S.B. 9386/69/J.
*3s. **Glass Bottles and Jars.** April 15. E.S.B. 9389/69/J.
*3s. **Tractor Spare Parts.** March 31. E.S.B. 9390/69/J.
*3s. **Bitumen.** March 25. E.S.B. 9391/69/J.
*3s. **Putty.** March 25. E.S.B. 9392/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*7s. **Drawing Equipment; Theodolites.** March 31. E.S.B. 9388/69/J.
*5s. **Pipes and Fittings; Sanitary Ware.** March 31. E.S.B. 9387/69/J.
*3s. **Abrasives.** March 31. E.S.B. 9393/69/J.
UNION OF BURMA RAILWAY BOARD:
*3s. **Hand Tools.** March 31. E.S.B. 9375/69/J.
*3s. **Carbon Brushes.** March 31. E.S.B. 9376/69/J.
*2s. **Pump.** March 31. E.S.B. 9394/69/J.

CANADA

Bulletin 40/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Transformers. April 15. E.S.B. 8639/69/J.
MANITOBA HYDRO:
41s. **Voltage Regulators.** March 25. E.S.B. 8642/69/J.

Bulletin 41/69
DEPARTMENT OF PUBLIC WORKS:
*58s. **Steam Generators.** March 25. E.S.B. 9312/69/J

Bulletin 42/69
UNIVERSITY OF OTTAWA:
Child Study Centre. March 20. E.S.B. 9359/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARk 5087 and 7163**

CEYLON

Bulletin 40/69

CEYLON GOVERNMENT RAILWAY:
Pig Iron. May 7. E.S.B. 8668/69/J.
DEPARTMENT OF HEALTH:
*1s. **Chloroquin Sulphate B.P.** March 21. E.S.B. 8672/69/J.
DEPARTMENT OF AGRICULTURE, PERADENIYA:
*9s. **Construction of Refrigeration Plant and Supply of Equipment.** (Further Infromation). E.S.B. 5819/69/J.
CEYLON STATE HARDWARE CORPORATION:
*9s. **Materials for Cast Iron Foundry.** (Further Information.) E.S.B. 6480/69/J.
NATIONAL MILK BOARD:
Plastic Cups. April 11. E.S.B. 8671/69/J.
DEPARTMENT OF RURAL DEVELOPMENT AND SMALL INDUSTRIES.
Chemicals. April 10. E.S.B. 8675/69/J.

CHILE

Bulletin 40/69

EMPRESA NACIONAL DE ELECTRICIDAD:
*78s. **VHF Radio Equipment and Accessories.** March 31. E.S.B. 8618/69/J.

COSTA RICA

Bulletin 38/69

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. **Electrical Supplies** March 27. E.S.B. 8175/69/J.

Bulletin 39/69

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. **Steel or Iron Sheets.** March 20. E.S.B. 8171/69/J.
*1s. **Rails and Accessories.** March 24. E.S.B. 8173/69/J.
*1s. **Drilling Bits.** March 25. E.S.B. 8174/69/J.
*1s. **Cement** May 9. E.S.B. 8176/69/J.

ECUADOR

Bulletin 40/69

ECUADOREAN ELECTRIFICATION INSTITUTE
*1s. **Electrical Equipment.** April 14. E.S.B. 8656/69/J.
*1s. **Generating Sets.** April 29. E.S.B. 8657/69/J.

Bulletin 41/69

MINISTERIO DE EDUCACION PUBLICA:
*4s. **School and College Equipment.** Closing date not stated. E.S.B. 9311/69/J.

GREECE

Bulletin 40/69

PUBLIC POWER CORPORATION:
Pumping Units. March 31. E.S.B. 8678/69/J.

Bulletin 41/69

MINISTRY OF NATIONAL DEFENCE:
Wire Rope. (Further Information.) Closing date postponed to March 28. E.S.B. 37883/68/J.

Making final adjustments to the link pin of a 300 ton Universal plate bending machine being manufactured to stock by Hugh Smith (Glasgow) Limited, a member of the GHP Group. In wide use in plate fabricating shops throughout the world for bending plates to form cylinders, cones and spheres, this machine can also do the work of a pinch roll, press brake and horizontal press of a similar capacity. Sixty per cent of production of this and similar Hugh Smith machines are exported, mainly to America, South Africa, Spain and Australia.

HONDURAS, REPUBLIC OF

Bulletin 39/69

EMPRESA NACIONAL DE ENERGIA ELECTRICIA (E.N.E.E.):
Substations. April 15. E.S.B. 8186/69/J.

INDIA

Bulletin 38/69

CHITTARANJAN LOCOMOTIVE WORKS:
Machine Tools. April 15. E.S.B. 8181/69/J.
SOUTH CENTRAL RAILWAY
Route Relay Interlocking System. March 24. E.S.B. 8180/69/J.

Bulletin 40/69

NEYVELI LIGNITE CORPORATION LTD.:
Steel. March 3. E.S.B. 8640/69/J.

Bulletin 42/69

RAILWAY BOARD:
Radio System. April 18. E.S.B. 9513/69/J.
RAMGANGA RIVER PROJECT:
Tyres, March 22. E.S.B. 9515/69/J.

IRAN

Bulletin 38/69

IRANIAN STATE RAILWAYS
*13s. **Cable.** April 5. E.S.B. 8184/69/J.
*9s. **Pipes.** April 4. E.S.B. 8185/69/J

IRAQ

Bulletin 39/69

MINISTRY OF DEFENCE:
Aluminium Pots. March 22. E.S.B. 8341/69/J and 8342/69/J.
MINISTRY OF FINANCE:
Stationery. April 6. E.S.B. 8354/69/J.
Autoclaves. April 6. E.S.B. 8353/69/J.
Steel Burners. March 22. E.S.B. 8316/69/J
X-Ray Films and Materials. March 30. E.S.B. 8335/69/J.
MINISTRY OF AGRICULTURE:
Chemicals. March 31. E.S.B. 8349/69/J.
Sugar Factory Equipment. March 31. E.S.B. 8350/69/J.
GENERAL POULTRY CO.:
Poultry Cage Systems. March 27. E.S.B. 8351/69/J.
IRAQI PORTS ADMINISTRATION:
Fire Pumps; Safety Helmets. March 26. E.S.B. 8348/69/J.
MINISTRY OF OIL:
*2s. **Lithium Stearate.** March 22. E.S.B. 8187/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Pole Isolators. April 8. E.S.B. 8319/69/J.
Freon. March 29. E.S.B. 8324/69/J.
Cable and Accessories. April 5. E.S.B. 8320/69/J.
* **Milling and Lapping Machine.** April 1. E.S.B. 8321/69/J.
Cable Accessories. April 12. E.S.B. 8322/69/J.
Ladders. April 19. E.S.B. 8323/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Transfer and Overhaul of Diesel Alternator Sets. March 25. E.S.B. 8311/69/J.
NORTHERN GRAIN MILLING CO.:
*8s. **Grain Cleaning and Conveying Equipment.** April 20. E.S.B. 8333/69/J.
SULAIMANIYAH CIGARETTES FACTORY ADMINISTRATION:
Paper. April 6. E.S.B. 8332/69/J.
STATE ORGANIZATION OF INDUSTRY:
Electrical and Mechanical Equipment. June 7. E.S.B. 8334/69/J.

Bulletin 41/69

DIRECTOR GENERAL, GOVERNMENT PURCHASING BOARD:
*2s. **Canned Fish.** March 20. E.S.B. 8878/69/J.

IRISH REPUBLIC

Bulletin 38/69

CORK HARBOUR COMMISSIONERS:
Tide Gauge. March 19. E.S.B. 8182/69/J.
WESTMEATH COUNTY COUNCIL:
Booster Plant. March 21. E.S.B. 8183/69/J.
YOUGHAL URBAN DISTRICT COUNCIL:
Construction of Water Tower. April 11. E.S.B. 8745/69/J.

LEBANON

Bulletin 40/69

LEBANESE STATE RAILWAYS:
*11s. **Railway and Warning Signalling Equipment.** March 26. E.S.B. 8647/69/J.

LIBYA

Bulletin 38/69

MINISTRY OF HEALTH:
Drugs; Bandages; X-Ray Films. March 24. E.S.B. 8129/69/J.

MALAYSIA

Bulletin 39/69

FEDERAL DIVISIONAL TENDERS BOARD:
*1s. **Hospital Supplies and Equipment** July 23. E.S.B. 8195/69/J.

Bulletin 40/69

MINISTRY OF AGRICULTURE AND CO-OPERATIVES:
*18s. **Mowers.** March 28. E.S.B. 8650/69/J.

MALTA

Bulletin 39/69

TREASURY:
*Automatic **Telephone Exchanges.** April 3. E.S.B. 8339/69/J.
*Telephones **and Accessories.** April 4. E.S.B. 8340/69/J.

Bulletin 40/69

TREASURY:
*Anti-biotics. March 27. E.S.B. 8694/69/J.

MEXICO

Bulletin 39/69

COMISION FEDERAL DE ELECTRICIDAD:
*101s. **Water Circulating System.** April 10. E.S.B 8194/69/J.

MOROCCO

Bulletin 42/69

PHARMACIE CENTRALE:
*3s. **Disinfectants; Insecticides.** March 26. E.S.B. 9507/69/J.

Bulletin 43/69

*9s. **Surgical Dressings** March 20. E.S.B. 9533/69/J.

NETHERLANDS

Bulletin 38/69

HEADQUARTERS ALLIED FORCES CENTRAL EUROPE:
*Tractors. April 1. E.S.B. 8178/69/J.

NEW ZEALAND

Bulletin 39/69

POST OFFICE HEADQUARTERS:
*3s. **Padlocks.** March 20. E.S.B. 8191/69/J.
4s. **Locks,** March 25. E.S.B. 8193/69/J.

Bulletin 40/69

POST OFFICE HEADQUARTERS:
*26s **Telephone Exchange Terminating Units.** March 25. E.S.B. 8698/69/J.
*3s. **Tape.** March 28. E.S.B. 8699/69/J
*9s. **Capacitors.** March 26. E.S.B 8700/69/J
DEPARTMENT OF HEALTH:
*4s. **Textiles.** March 31. E.S.B. 8695/69/J.
MINISTRY OF WORKS:
*3s. **White Towels.** March 28. E.S.B 8697/69/J.
AUCKLAND REGIONAL AUTHORITY:
*19s. **Rotary Gas Compressors.** April 16. E.S.B. 8654/69/J

Bulletin 41/69

NEW ZEALAND RAILWAYS:
6s. **Highway Crossing; Signals,** April 2. E.S.B. 9318/69/J.

Bulletin 42/69

GENERAL POST OFFICE:
*4s. **Pliers.** April 1. E.S.B. 9353/69/J.
*13s **Telegraph Equipment.** March 31. E.S.B. 9354/69/J.
*43s. **Telephone Handset Cords.** March 27. E.S.B. 9398/69/J.

PAKISTAN

Bulletin 39/69

WEST PAKISTAN RAILWAY BOARD:
Workshop Machinery. April 10. E.S.B. 8653/69/J.

Bulletin 40/69

WEST PAKISTAN RAILWAY BOARD:
Rail Sawing Machines; Creosoting Plant. April 12. E.S.B. 8652/69/J.
DIRECTORATE OF SUPPLY:
*31s. **Electrical Equipment.** May 15. E.S.B. 9304/69/J.

PERU

Bulletin 43/69

LIMA LIGHT AND POWER COMPANY:
*2s. **Electrical Equipment.** June 2. E.S.B. 9535/69/J.

PHILIPPINES

Bulletin 39/69

NATIONAL POWER CORPORATION:
*160s. **Switchgear and Accessories** Closing date postponed to April 1. E.S.B. 5428/69/J.

SAUDI ARABIA

Bulletin 41/69

DIRECTORATE OF PUBLIC SECURITY:
Language Laboratory. March 19. E.S.B. 9336/69/J.
Radios; Television Sets; Cameras March 19. E.S.B. 9337/69/J.

Bulletin 42/69

MINISTRY OF LABOUR AND SOCIAL AFFAIRS:
Tools and Equipment. April 7. E.S.B. 9525/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 41/69

MINISTRY OF CULTURE:
*27s. **Communication Equipment.** March 31. E.S.B 9350/69/J.

Bulletin 42/69

PORT OF SINGAPORE AUTHORITY:
*3s. **Container Cranes.** June 20. E.S.B. 9527/69/J.

SOUTH AFRICA

Bulletin 38/69

STATE TENDER BOARD:
*5s. **Engines.** March 27. E.S.B. 8162/69/J
*12s. **Arc-Welding Machines.** March 27. E.S.B. 8163/69/J

Bulletin 40/69

STATE PROCUREMENT BOARD:
*9s. **Cable.** March 19. E.S.B. 8690/69/J.
*4s. **Electrical Cable.** March 19. E.S.B. 8691/69/J.

Bulletin 41/69

CAPE PROVINCIAL TENDER BOARD:
*11s. **Laundry Equipment.** March 21. E.S.B. 9321/69/J.
*45s **Laundry Equipment; Cold Tables.** March 28. E.S.B. 9320/69/J.
*4s. **Science Laboratory Apparatus.** March 28. E.S.B. 9358/69/J.
NATAL PROVINCIAL ADMINISTRATION:
*7s. **Timing Machines** March 19. E.S.B. 9349/69/J.

(Continued on next page)

CALLS FOR TENDER, *continued*

SPAIN

Bulletin 40/69
MINISTERIO DE OBRAS PUBLICAS:
Construction and Upkeep of Toll Road. May 30. E.S.B. 8658/69/J.

SUDAN

Bulletin 40/69
MINISTRY OF WORKS:
*7s. **Timber.** March 22. E.S.B. 8659/69/J.

TAIWAN

Bulletin 38/69
CENTRAL TRUST OF CHINA:
*2s. **Tie Plate.** March 31. E.S.B. 8138/69/J.
*12s. **Telephone Transmission Measurement Equipment.** April 10. E.S.B. 8139/69/J.
*2s. **Transistors.** April 9. E.S.B. 8140/69/J.
*3s. **Welding Rod.** April 11. E.S.B. 8141/69/J.
*4s. **Vehicles.** April 11. E.S.B. 8147/69/J.
*3s. **Nuts and Bolts** March 19. E.S.B. 8148/69/J.
*3s. **Valves.** March 19. E.S.B. 8149/69/J.
*4s. **Vehicle.** March 19. E.S.B. 8150/69/J.
*4s. **Dock Fender.** March 20. E.S.B. 8152/69/J.
*2s. **Tank Gauges.** March 20. E.S.B. 8153/69/J.
*2s. **Cement and Cement Solution.** March 20. E.S.B. 8154/69/J.
*3s. **Tetra-Ethyl Lead Fluid.** April 11. E.S.B. 8142/69/J.
*5s. **Sugar Wrapping and Sealing Machine.** April 11. E.S.B. 8146/69/J.

Bulletin 41/69
CENTRAL TRUST OF CHINA:
*2s. **Chemicals.** April 15. E.S.B. 9327/69/J.
*3s. **Generating Unit.** March 24. E.S.B. 9332/69/J.
*6s. **Seaming Rolls for Steel Drums.** March 27. E.S.B. 9329/69/J.
3s. **Radio Equipment.** March 25. E.S.B. 9330/69/J.

Bulletin 42/69
CENTRAL TRUST OF CHINA:
Foam Fabric Sealing Assembly. April 16. E.S.B. 9326/69/J.
*2s. **Forklift Truck.** March 28. E.S.B. 9328/69/J.

THAILAND

Bulletin 39/69
DEPARTMENT OF LAND TRANSPORT:
Measuring and Testing Instruments. April 10. E.S.B. 8302/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*17s. **Connectors.** March 21. E.S.B. 8303/69/J.

TURKEY

Bulletin 40/69
ANKARA BELEDIYESI LEVAZIM MUDURLUGU:
*2s. **Fire Engines.** March 25. E.S.B. 8688/69/J.
ANKARA ELEKTRIK:
*21s. **Buses.** April 15. E.S.B. 8689/69/J.

Bulletin 43/69
ANKARA ELECTRICITY GAS AND BUS ADMINISTRATION:
Studies for Underground Railway System and for The Modernization and Reorganization of Bus Administration. June 28. E.S.B. 9528/69/J.

DEVLET SU ISLERI GENEL MUDURLUGU:
*5s. **Contact Printer.** March 20. E.S.B. 9529/69/J.
MAKINE VE KIMYA ENDUSTRISI KURUMU:
5s. **Nickel.** March 28. E.S.B. 9601/69/J.

UNITED STATES OF AMERICA

Bulletin 40/69
BONNEVILLE POWER ADMINISTRATION:
*36s. **Transformers.** March 19. E.S.B. 8662/69/J.
*25s. **Insulator; Clamp.** March 20. E.S.B. 9317/69/J.

URUGUAY

Bulletin 39/69
ANCAP:
*16s. **Section Joints.** March 25. E.S.B. 8611/69/J.
*8s. **Harrow.** March 25. E.S.B. 8612/69/J.
*8s. **Piping Accessories.** March 26. E.S.B. 8613/69/J.
*7s. **Tyres and Tubes.** March 26. E.S.B. 8614/69/J.
FACULTAD DE MEDICINA:
*9s. **Flame-Photometer.** (Further Information.) E.S.B. 5900/69/J.

VIETNAM

Bulletin 42/69
CENTRAL PROCUREMENT AND SUPPLY AUTHORITY:
*5s. **Batteries.** March 19. E.S.B. 9370/69/J.

Bulletin 43/69
*9s. **Teleprinter Equipment.** March 19. E.S.B. 9371/69/J.

ZAMBIA

Bulletin 39/69
CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Ladders.** March 28. E.S.B. 8309/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back* BOTHILLGATE LDN; *Telegram: EXSERBRA.*

ABU DHABI

Bulletin 39/69
Agency inquiry for patent medicines; pharmaceuticals. E.S.B. 4469/69/J.

ALGERIA

Bulletin 39/69
Agency inquiry for chemicals; motor car spares and accessories; printing machinery; textile machines; woodworking machines. E.S.B. 7407/69/J.

Bulletin 41/69
2s. Inquiry for telephone equipment. E.S.B. 9910/69/J.

AUSTRALIA

Bulletin 38/69
Inquiry for hospital equipment. E.S.B. 5123/G/J.
Inquiry for automotive parts, accessories and equipment. E.S.B. 8561i/69/J.

Bulletin 39/69
Inquiry for car crushing machinery. E.S.B. 8847/69/J.
Inquiry for cables; insulating materials. E.S.B. 3672/69/J.

Bulletin 40/69
Agency inquiry for diabetic confectionery; health foods; shortbread and oatcakes. E.S.B. 8250/69/J.

Bulletin 42/69
Inquiry for do-it-yourself equipment; garden tools and equipment; hand tools; hardware. E.S.B. 8536/69/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 39/69
Inquiry for office machinery. E.S.B. M/7/69/J.
13s. Inquiry for insulated copper cables. E.S.B. A/5/69/J.

16s. Inquiry for particle board production machinery. E.S.B. S/19/69/J.

Bulletin 40/69
8s. Inquiry for earthing conductors. E.S.B. A/6/69/J.

Bulletin 41/69
1s. Inquiry for multiple slide bending machine. E.S.B. S/21/69/J.
Inquiry for sauna stoves. E.S.B. S/20/69/J.

AUSTRIA

Bulletin 38/69
Inquiry for chemical technical products. E.S.B. 8582/69/J.
Inquiry for handicraft articles. E.S.B. 8551/69/J.

Bulletin 40/69
Inquiry for fruit and vegetables; tinned foods. E.S.B. 7604/69/J.
Agency inquiry for hats. E.S.B. 8553/69/J.

Bulletin 41/69
Inquiry for plastic sections. E.S.B. 7445/69/J.
Inquiry for hemp or flax straps for making venetion blinds. E.S.B. 5770/69/J.
Agency inquiry for domestic ware; toys. E.S.B. 8535/69/J.
*Inquiry for foam backing; knitted fabrics. E.S.B. 3647/69/J.

Bulletin 42/69
Agency inquiry for knitwear. E.S.B. 9056/69/J.

Bulletin 43/69
Agency inquiry for leather; skivers. E.S.B. 8593/69/J.

BAHAMAS

Bulletin 42/69
Inquiry for curtain walling and openers. E.S.B. 8907/69/J.
Agency inquiry for diesel generating sets; petrol engine generating sets. E.S.B. 8517/69/J.

BELGIUM

Bulletin 39/69
Inquiry for steel strip. E.S.B. 4498/69/J.

Take advantage of years of specialised experience covering all export/import needs.

BH EXPORTERS/IMPORTERS

We would like you to relate your special service to our particular requirements
☐ *Please telephone to discuss this OR* ☐ *Please send your book to me**

NAME _____ BTJ

COMPANY _____

ADDRESS _____

BAXTER HOARE & CO. LTD.

SHIPPING & FORWARDING | 145/149 BOROUGH HIGH ST. LONDON, S E 1 *Telephone:* 01-407 4455
Cables: BAXHOR, LONDON, SE1 *Telex:* 24375

Bulletin 40/69
Inquiry for angle bars; joists and beams; steel bars, sheets and plates. E.S.B. 4630/69/J.

BOLIVIA
Bulletin 41/69
Agency inquiry for automobile spare parts. E.S.B. 8802/69/J.

BRAZIL
Bulletin 38/69
*Inquiry for hospital equipment. E.S.B. 8080/69/J.
Bulletin 39/69
Inquiry for machine tools. E.S.B. 45076/68/J.
Bulletin 41/69
Inquiry for printing presses. E.S.B. 6534/69/J.

CANADA
Bulletin 38/69
Agency inquiry for chain; lead powders; welding fittings; wire rope; zinc dust. E.S.B. 6102/69/J.
Bulletin 39/69
Agency inquiry for fishing equipment. E.S.B. 8468/69/J.
Bulletin 40/69
Inquiry for sound and communications equipment. E.S.B. 7295/69/J.
Inquiry for hospital equipment. E.S.B. 22159/66/J.
Bulletin 41/69
Agency inquiry for indicators; microwave and solid state components; panel lights; semi-conductors. E.S.B. 8238/69/J.
Agency inquiry for graphic arts equipment and materials. E.S.B. 7907/69/J.
Agency inquiry for anti-corrosive coatings; coal-tar enamel; protective tape. E.S.B. 7910/69/J.
Bulletin 42/69
Inquiry for battery terminals. E.S.B. 8305/69/J.
Inquiry for biscuits. E.S.B. 6928/69/J.
Inquiry for grinding balls. E.S.B. 9217/69/J.
Agency inquiry for art needle work; tapestries. E.S.B. 6937/69/J.
Inquiry for soccer equipment. E.S.B. 9174/69/J.

CEYLON
Bulletin 42/69
Agency inquiry for pipes. E.S.B. 9103/69/J.

CYPRUS
Bulletin 41/69
Agency inquiry for blankets; hosiery; knitwear. E.S.B. 25571/68/J.

DENMARK
Bulletin 41/69
Inquiry for agricultural machinery. E.S.B. 8944/69/J.

DOMINICA
Bulletin 39/69
Agency inquiry for batteries. E.S.B. 8249/69/J.
Bulletin 42/69
Agency inquiry for veterinary products. E.S.B. 4339/69/J.

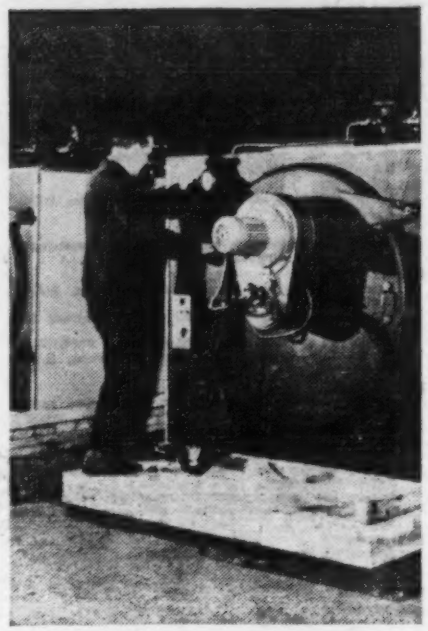
ETHIOPIA
Bulletin 38/69
Inquiry for steel sheets. E.S.B. 8449/69/J.
Bulletin 42/69
Agency inquiry for canvas; tarpaulins. E.S.B. 8803/69/J.

FIJI
Bulletin 40/69
Inquiry for oil extraction machinery; power units. E.S.B. 8598/69/J.

FINLAND
Bulletin 39/69
Inquiry for ratemeters. E.S.B. 7595/69/J.
Bulletin 41/69
Agency inquiry for cooking utensils; cutlery; wall coverings. E.S.B. 45206/68/J.
*Agency inquiry for shoe making materials. E.S.B. 8422/69/J.
Bulletin 42/69
Inquiry for socks; sweaters. E.S.B. 9175/69/J.
Agency inquiry for hosiery; knitwear; underwear. E.S.B. 4276/69/J.

FRANCE
Bulletin 39/69
Agency inquiry for clothing; household linen; knitwear. E.S.B. 7847/69/J.
Agency inquiry for crushing and grinding equipment; laboratory equipment. E.S.B. 7962/69/J.
Inquiry for scientific research equipment. E.S.B. 5059/69/J.
Bulletin 41/69
Agency inquiry for steel and allied products. E.S.B. 8568/69/J.
Bulletin 42/69
Agency inquiry for leather and tennis balls; targets; tennis racquets. E.S.B. 8789/69/J.
Inquiry for clothing. E.S.B. 8009/69/J.
Agency inquiry for doors; remote control equipment. E.S.B. 8462/69/J.

GERMANY, FEDERAL REPUBLIC OF
Bulletin 38/69
Agency inquiry for bathing caps; hot water bottles. E.S.B. 8879/69/J.
Inquiry for chemicals and minerals. E.S.B. 8207/69/J.



These two steam Mini-Aquapac boilers are undergoing final inspection at the Glasgow factory of the John Thompson Shell Boiler Division before despatch to Tehran. This is the fourth contract for shell boilers to have been completed by John Thompson for Iran during the past three months.

Bulletin 40/69
Is. Inquiry for grinding machinery. E.S.B. 9220/
Market report on electro-medical equipment. E.S.B. 7520/69/J.
Inquiry for mixing machinery. E.S.B. 8545/69/J.
Bulletin 41/69
Inquiry for control panels; hydraulic pumps; valves and complete systems. E.S.B. 575/69/J.
Inquiry for hot water bottles; sports equipment. E.S.B. 7904/69/J.
Market report on food processing machinery. E.S.B. 6850/69/J.
Inquiry for brush and comb sets; eyelashes; hair toiletries; lotions; shampoos; soaps. E.S.B. 7607/69/J.
Inquiry for pipe insulation. E.S.B. 2174/68/J.
Bulletin 42/69
Inquiry for hydraulic drive elements; machine couplings; power grips. E.S.B. 9102/69/J.
Inquiry for game. E.S.B. 9105/69/J.
Inquiry for steel products. E.S.B. 9002/69/J.
Agency inquiry for advertising gifts. E.S.B. 7275/69/J.
Inquiry for alloys; machine tools; ores; scrap metals; steel products; tools. E.S.B. 8744/69/J.
Bulletin 43/69
Agency inquiry for building materials; floor coverings; paints and coatings; stone and marble working machinery. E.S.B. 8594/69/J.

GHANA
Bulletin 42/69
Inquiry for evaporated milk; rice; sardines. E.S.B. 7475/69/J.

GREECE
Bulletin 40/69
Agency inquiry for pipe fittings. E.S.B. 7628/69/J.

HONG KONG
Bulletin 38/69
Inquiry for women's clothing and fashion goods. E.S.B. 5818/69/J.
Bulletin 39/69
Agency inquiry for ballrooms; canvas, latex protectives; pinion wires. E.S.B. 7472/69/J.

INDIA
Bulletin 39/69
*7s. Manufacture under licence – electronic ancillary parts. E.S.B. 8804/69/J.
Bulletin 42/69
Inquiry for agricultural discs. E.S.B. 8894/69/J.

IRAQ
Bulletin 38/69
Compensation to shareholders of nationalized firms. E.S.B. 1209/G/J.

IRISH REPUBLIC
Bulletin 42/69
Agency inquiry for hardware; holloware and flatware; hospital furniture. E.S.B. 9247/69/J.

ISRAEL
Bulletin 39/69
Agency inquiry for decade and digital counters; digital computers; oscilloscopes. E.S.B. 45056/68/J.
Bulletin 41/69
Agency inquiry for aluminium alloys. E.S.B. 8842/69/J.
Agency inquiry for bottles; containers. E.S.B. 6366/69/J.
Agency inquiry for corduroy velvets; rayon and silk linings; synthetic fibres; wool. E.S.B. 8843/69/J.
Bulletin 42/69
Agency inquiry for radiators. E.S.B. 28843/68/J.

ITALY
Bulletin 38/69
Inquiry for yacht fittings. E.S.B. 8034/69/J.
Inquiry for screening wax. E.S.B. 6792/69/J.
Bulletin 39/69
Agency inquiry for moquettes (wall to wall carpeting) wall covering. E.S.B. 7972/69/J.
Agency inquiry for disposable medical articles. E.S.B. 8531/69/J.
Bulletin 40/69
Agency inquiry for knitwear. E.S.B. 8724/69/J.
Agency inquiry for portable radio transceivers. E.S.B. 6734/69/J.
Bulletin 41/69
Agency inquiry for packaging machinery and materials; plastic packages and containers. E.S.B. 4510/69/J.
Bulletin 42/69
Inquiry for electrolytic tinplate. E.S.B. 9110/69/J.
Inquiry for waste kraft paper sacks and bags. E.S.B. 45095/68/J.

JAPAN
Bulletin 41/69
Agency inquiry for ties. E.S.B. 8994/69/J.
Bulletin 42/69
Inquiry for soap. E.S.B. 7534/69/J.

LIBYA
Bulletin 40/69
Agency inquiry for long range radio transmitters; motor vehicle telephones and video systems. E.S.B. 8420/69/J.
Bulletin 41/69
Inquiry for hospital equipment. E.S.B. 7317/69/J.
Bulletin 42/69
Inquiry for motor vehicle spare parts. E.S.B. 8419/69/J.

MALAWI
Bulletin 43/69
Agency inquiry for babywear and children's wear; dresses; suiting materials; textile fabrics; trousers. E.S.B. 7289/69/J.

MALAYSIA
Bulletin 42/69
Agency inquiry for automobile accessories; hardware. E.S.B. 7886/69/J.

MOROCCO
Bulletin 42/69
Inquiry for mobile oil treatment plant. E.S.B. 8895/69/J.

MUSCAT & OMAN
Bulletin 41/69
Inquiry for consultancy services. E.S.B. 3449/69/J.

NETHERLANDS
Bulletin 39/69
Inquiry for data processing equipment; logic circuit systems; remote action equipment. E.S.B. 8282/69/J.
Inquiry for welded steel tubing. E.S.B. 8754/69/J.

NIGERIA
Bulletin 42/69
Inquiry for canning plant. E.S.B. 8817/69/J.

NORWAY
Bulletin 38/69
Inquiry for screws. E.S.B. 7600/69/J.
Bulletin 41/69
Agency inquiry for knitwear. E.S.B. 45446/67/J.

NORWAY/BULGARIA
Bulletin 40/69
Trade agreement. E.S.B. 1209/G/J.

PAKISTAN
Bulletin 42/69
Agency inquiry for chemicals; pharmaceuticals; pharmaceutical glassware. E.S.B. 6927/69/J.

POLAND/FINLAND
Bulletin 40/69
Trade agreement. E.S.B. 1209/G/J.

PORTUGAL
Bulletin 42/69
Agency inquiry for building construction materials. E.S.B. 6925/69/J.

(*Continued on next page*)

Bulletin 43/69
Agency inquiry for domestic electrical appliances; garage equipment. E.S.B. 3416/69/J.

PUERTO RICO

Bulletin 39/69
Inquiry for minibus. E.S.B. 8495/69/J.

Bulletin 41/69
Agency inquiry for steel-framed buildings. E.S.B. 8500/69/J.

SINGAPORE

Bulletin 41/69
Inquiry for glassware; hollow-ware; kitchen accessories; moulds; tableware. E.S.B. 8496/69/J.

SOUTH AFRICA

Bulletin 38/69
Inquiry for barley. E.S.B. 8409/69/J.

Bulletin 40/69
Inquiry for building materials; water reticulation and irrigation equipment. E.S.B. 7492/69/J.

Bulletin 42/69
Agency inquiry for textile machinery and textile raw materials. E.S.B. 9061/69/J.
Agency inquiry for wedding cake decorations. E.S.B. 9276/69/J.

SOUTHERN YEMEN, PEOPLES REPUBLIC OF

Bulletin 41/69
Inquiry for clothing. E.S.B. 8801/69/J.

SUDAN

Bulletin 42/69
Inquiry for cutlery; domestic appliances; fertilizers and knapsack sprayers; office furniture and typewriters; sports clothing and goods; toys; tyres; tubes and batteries. E.S.B. 4506/69/J.

SWEDEN

Bulletin 38/69
Market report on footwear. E.S.B. 5545/69/J.

Bulletin 39/69
Agency inquiry for offset printing and lithographic supplies. E.S.B. 5588/69/J.
Agency inquiry for cutting tools. E.S.B. 8541/69/J.
Inquiry for wall coverings. E.S.B. 5368/69/J.
Agency inquiry for decorations; toys. E.S.B. 7603/69/J.

Bulletin 40/69
Agency inquiry for vacuum flugs. E.S.B. 7602/69/J.

Bulletin 41/69
Agency inquiry for bookbinding machinery; paper bag and sack making machinery; printing machinery. E.S.B. 4865/69/J.

Bulletin 42/69
Agency inquiry for dresses. E.S.B. 7496/69/J.
Inquiry for jewellery. E.S.B. 9209/69/J.

Bulletin 43/69
5a. Agency inquiry for steel spring washers. E.S.B. 8850/69/J.

SWITZERLAND

Bulletin 38/69
Inquiry for mechanical handling equipment; nuts, bolts and screws. E.S.B. 7605/69/J.
Agency inquiry for heavy earthmoving plant. E.S.B. 6380/69/J.
*Inquiry for coaxial couplings; plugs and sockets. E.S.B. 8539/69/J.

Bulletin 39/69
Market report on domestic television receivers. E.S.B. 36120/68/J.

Bulletin 40/69
Inquiry for copperware and brassware; crystal-ware; porcelainware; tinware. E.S.B. 7104/69/J.

Bulletin 41/69
Agency inquiry for air conditioning plant. E.S.B. 8581/69/J.
Agency inquiry for fur, leather and suede coats and jackets. E.S.B. 8916/69/J.
Agency inquiry for paint brushes. E.S.B. 7609/69/J.
inquiry for television educational equipment. E.S.B. 8995/69/J.

Bulletin 42/69
Agency inquiry for motor car accessories; motor cycle accessories. E.S.B. 8880/69/J.
Inquiry for pins. E.S.B. 9205/69/J.
Agency inquiry for paper products; whisky. E.S.B. 8908/69/J.
Agency inquiry for foundry sand drying equipment. E.S.B. 3770/69/J.
Inquiry for pumps; permanent magnets;; bolts; nuts; rivets; screws; washers railway equipment. E.S.B. 9265/69/J.

Bulletin 43/69
Inquiry for film. E.S.B. 9206/69/J.

THAILAND

Bulletin 41/69
Agency inquiry for animal feed additives construction equipment; stone crushing machines; vending machines; veterinary pharmaceuticals. E.S.B. 7523/69/J.

TRINIDAD/TOBAGO

Bulletin 39/69
Agency inquiry for garden pots and saucers. E.S.B. 6190/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 39/69
Inquiry for cargo and luggage handling equipment. E.S.B. 7425/69/J.

UGANDA

Bulletin 38/69
Inquiry for cable and conductor. E.S.B. 7912/69/J.

Bulletin 42/69
Inquiry for men's suitings. E.S.B. 8914/69/J.

UNITED STATES OF AMERICA

Bulletin 38/69
Agency inquiry for working gloves. E.S.B. 8428/69/J.

Bulletin 39/69
*Inquiry for plugs. E.S.B. 8407/69/J.
*13a. Inquiry for recording devices; transducers. E.S.B. 613/69/J.

Bulletin 40/69
*9a. Inquiry for steel shapes. E.S.B. 8532/69/J.
Inquiry for steel coils. E.S.B. 8728/69/J.

Bulletin 41/69
Agency inquiry for specialty steels; alloys. E.S.B. 8425/69/J.
Inquiry for gymnasium equipment; marine accessories; sports goods and equipment. E.S.B. 8588/69/J.

VATICAN CITY

Bulletin 38/69
Inquiry for silk strips. E.S.B. 8494/69/J.

VENEZUELA

Bulletin 39/69
Agency inquiry for radio-telephones. E.S.B. 8241/69/J.

ZAMBIA

Bulletin 40/69
Inquiry for upholstery fabrics. E.S.B. 7589/69/J.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, *Ext,* 368, *or Telex No.* 886143).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 554 of the February 21 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Mr. Peter Tennant, director-general of the British National Export Council, has made a six-week tour of Asia – taking in eight cities in seven markets. He is seen above (centre) in Tokyo with Mr. Hugh Cortazzi, Commercial Counsellor, British Embassy (left) and Mr. S. Komamura, President of the Japanese External Trade Organization. His tour began in Kuala Lumpur and Singapore and ended in Seoul and Tokyo. In between he visited Djakarta, Bangkok, Manila and Hong Kong, meeting government representatives and leading businessmen, discussing market opportunities.

Sales drive in Latin America

Mr. Merlin E. Nelson.

Mr. Sergio Piombo.

CURRENTLY touring Mexico, Venezuela and Brazil in an effort to increase sales in those countries is Mr. Merlin E. Nelson, chairman and managing director of AMF International Ltd., of Old Burlington Street, London, W1. Mr. Nelson (seen left above) is visiting the territories in an attempt to increase the company's exports which in 1968 reached a record total of £6 million.

During his visit to Brazil he liaised with Mr. Sergio Piombo (right), a director of the Liquid Conditioning Tyre Equipment division of AMF International who had preceded Mr. Nelson's visit to that country. Together they examined an improved tyre-re-treading machine currently being manufactured in the company's factory there, with a view to manufacturing the machine in the United Kingdom for sale to customers in European countries and in the Far East.

The company produces a variety of equipment, including storage tanks for the petrochemical industry, electric relays, tenpin bowling machinery and related equipment, and tobacco machinery in Belfast, Oxford, Whitstable, and Andover, Hants, respectively.

Lock sales tour of Africa

MR. C. G. HODGEN, lock sales representative of Chubb & Son's Lock and Safe Co. Ltd. is making a two weeks sales visit to East and West Africa. The territories he will cover include Liberia, Ghana, Nigeria, Kenya, Tanzania and Uganda.

This is the first time Chubb have sent a sales representative, dealing exclusively with locks, to East Africa. The export of locks represents a constant and substantial part of the company's turnover and Mr. Hodgen is responsible for these activities on a worldwide basis.

Visit to Singapore and Australia

ATTENDING the sixth conference of the International Association of Ports and Harbours at Melbourne from March 4-8 is Mr. Sidney Finnis, chairman of the British Transport Docks Board. During an absence of about a month, Mr. Finnis will also call on officials and visit installations at a number of ports in Australia and the Far East. Mr. Finnis's first call will be on the Singapore Port Authority. During a two-day stay he will meet Mr. Goh Koh Pui, the Singapore chairman, and tour the port.

Accompanying him at the conference will be Mr. Stanley Johnson, managing director of the Docks Board, who will present to delegates from ports throughout the world a paper entitled 'The Seaports of the Future'.

Eastern European visit

MR. W. F. SKELTON, Eastern European trade adviser of the De La Rue Company, is now on a tour to carry out a planned programme of further activities in Hungary and Czechoslovakia, both of which are becoming well established trading partners of the De La Rue Group in several of their activities. Companies in the De La Rue Group cover a wide field – Thomas De La Rue International Ltd., Thomas Potterton Ltd., and Formica Ltd. are the three main operating companies in the Group.

Business jet demonstrations

LED BY Mr. John Cunningham, executive director and chief test pilot of Hawker Siddeley Aviation, Hatfield, a team of five will demonstrate a Hawker Siddeley 125 Business Jet in Latin America during the British Industrial Exhibition at Sao Paulo, Brazil from March 5-16. At the end of the show, the 7-seat twin-jet will make a demonstration tour of Latin American countries. There will be further demonstrations in Mexico City before it goes on to Los Angeles and Canada.

The 20,000-mile demonstration tour will include a two-day stop-over in Brasilia. This plane has already earned over £37 million in exports. Total sales now exceed 180 aircraft, of which over 100 have been sold in the North American market.

Business trip to Canada

MR. ALAN J. EVANS, sales director, Britool Limited, Wolverhampton, has left for a three week business trip to Canada. He will be visiting the company's agents and distributors in Montreal, Toronto and Winnipeg.

Sales tours result in £2 million orders

DURING the past few weeks executives of Wolverhampton's Coseley Buildings Group have travelled 100,000 miles on export business, resulting in a sales increase of £2 million during the last four weeks. This figure was reached with the signing of a contract worth £197,000 with the Government of Libya for dock and harbour buildings for the port development at Benghazi and Tripoli. The orders include the building of factories for fish processing and carpet manufacture, workshops, a bus garage, oil depot, airport buildings and structural steelwork for a cinema, hospital clinics, schools, a police station, refugee relief housing accommodation, a laboratory and fully equipped and furnished two and three-bedroom houses.

Materials will be shipped from the Wolverhampton works between March and September for erection and installation in the United States, Belgium, Holland, Norway, Iraq, Bahrain, Saudi Arabia, Libya, Jordan, Ethiopa, Abu Dhabi, Dubai, Brazil and Guyana, St. Vincent, Grenada, British Virgin Islands, Montserrat, New Caledonia and Seychelles.

Sales drive in Middle and Far East

MR. JOHN HARROP, general manager of the export division of H. H. Robertson (UK) Limited, of Ellesmere Port, Cheshire, has left on a tour of South-East Asia which will last until Mid-March, taking in Hong Kong, Thailand, Indonesia, Singapore and Pakistan. The purpose of the tour is to promote sales of Galbestos roof and wall cladding, the firm's major export. As a sales aid, Mr. Harrop will be taking with him a film 'Robertson Galbestos' which he will show to existing and potential customers at small exhibitions in the major cities of South-East Asia.

Accompanying Mr. Harrop on the tour will be Mr. Jeremy Sewell, the firm's resident representative in the area, based in Singapore.

On his return, Mr. Harrop will spend a month in Britain before setting off for the Middle East, where he will visit Iran, Kuwait and Saudi Arabia with Mr. Alan Tomkins, the firm's new resident representative.

Out of a total production of about 80 miles of Galbestos per week, Robertson send between 40 per cent and 50 per cent overseas.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition—restrictive trading agreements and domination of markets

THE *Board of Trade Journal* dated June 16, 1967 (page 1579) contained an announcement about an application to the EEC Commission for negative clearance of a trading agreement submitted by Comptoir belge de l'azote (Cobelaz) under reference IV/507.

The Commission's ruling on this case, Decision No. 68/375/CEE, was published in the *Journal Officiel des Communautés Européennes* No. L276 dated November 14, 1968. The following is a translation of this Decision. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French and Dutch texts.

DECISION OF THE COMMISSION
of November 6, 1968
concerning procedure under article 85 of the Treaty
(IV/507 – Cobelaz coke oven plants)
(Only the French and Dutch Texts are authoritative)
(68/375/CEE)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,
having regard to the Treaty establishing the European Economic Community and in particular article 85 thereof,
having regard to Regulation No. 17 of the Council of February 6, 1962 and in particular articles 2, 5 and 7 thereof,
having regard to the application for negative clearance submitted on October 30, 1962, and confirmed in particular on May 22, 1964, in which Belgian undertakings producing ammonium sulphate from coke oven plants requested the Commission to find, in accordance with article 2 of Regulation No. 17, that there are no grounds for it to intervene in pursuance of article 85 (1) of the Treaty in respect of the joint marketing agreement which they concluded with the co-operative society Comptoir belge de l'azote (Cobelaz) whose registered office is in Brussels,
having regard to the notification made subsidiarily by these undertakeings with a view to obtaining in favour of the agreement the benefit of the provisions of article 85 (3) of the Treaty should it not be possible for negative clearance to be granted to it,
after hearing the undertakings concerned in accordance with article (19) 1 of Regulation No. 17 and with articles 1, 2 and 3 of Regulation No. 99/63/CEE,
having published, in accordance with article 19 (3) of Regulation No. 17, the substance of the request for negative clearance in the *Journal Officiel des Communautés Européennes* No. 93 of May 18, 1967, pages 1821/67,
having regard to the opinion of the Consultative committee on restrictive trade agreements and domination of markets, obtained in accordance with article 10 of Regulation No. 17 of December 12, 1967.

I

1. Whereas on September 12, 1940, a co-operative society under Belgian law was formed in Brussels under the name of 'Comptoir belge de l'azote – Cobelaz' replacing the limited company 'Comptoir belge des engrais azotés', successor to 'Comptoir belge du sulfate d'ammoniaque' created in 1908, with the principal object of carrying out, both in Belgium and abroad, all commercial transactions concerned with the sale of nitrogenous products manufactured in the plants of its members;
whereas on the same date all the undertakings established in Belgium and producing nitrogen concluded an agreement with Cobelaz, renewable annually by tacit agreement, under which they entrusted the society with the exclusive rights for joint marketing of their nitrogenous fertilizers on the Belgian market and for export;
whereas, subsequently, several provisions of this agreement lapsed or were amended, notably in 1953, by verbal agreement between the parties; where as from July 1, 1962, the provisions of the agreement relating to joint marketing have no longer been applied except to undertakings which are members of Cobelaz and produce coke-oven ammonium sulphate, since those producing nitrogenous fertilizers from synthetic ammonia have changed the methods of their organization for joint marketing through Cobelaz; whereas an extensively modified version of the agreement was put into operation on July 1, 1967;
whereas the application for negative clearance which is the subject of this decision therefore covers the joint marketing agreement which has linked Cobelaz with all Belgium undertakings producing ammonium sulphate from coke oven plants since September 12, 1940, and which is at present still in existence, although in a modified version;

2. Whereas in the amended version which has been in force since July 1, 1967, the agreement provides as follows:
The parties are, on the one hand, the co-operative society Cobelaz referred to above, and, on the other hand, the following undertakings, which all have their registered offices in Belgium and are hereinafter called the 'members':
- Ammoniaque synthétique et dérivés, SA, of Brussels,
- Cockerill-Ougrée-Providence, SA, of Seraing,
- Société métallurgique Hainaut-Sambre, SA, of Couillet,
- SA des fours à coke de Zeebrugge, of Brussels,
- Forges de Thy-Marcinelle et Monceau, SA, of Marcinelle,
- Cokeries du Marly, SA, of Brussels,
- Société métallurgique d'Espérance-Longdoz, SA, of Liège,
- Houillères d'Anderlues, SA, of Anderlues,
- Carbonisation centrale, SA, of Brussels,
- SA des charbonnages du Borinage, of Cuesmes,
- Forges de Clabecq, SA, of Clabecq,
- Usines Gustave Boël, SA, of Brussels,
- Les cokeries du Brabant, SA, of Brussels,
- Charbonnages André Dumont, SA, of Brussels (now SA André Dumont NV),
- SA des charbonnages du Bois-du-Luc, of Houdeng-Aimeries,
- Charbonnages de Zolder, SA, of Zolder (now SA Zolder NV),
- Charbonnages d'Hensies-Pommeroeul, SA, of Brussels,

- Charbonnages Limbourg-Meuse, SA, of Brussels (now Limbourg-Meuse, SA),

In order to carry out joint marketing of their coke-oven ammonium sulphate on the Belgian market and on markets situated outside the European Economic Community, members entrust the sale of this product on the Belgian market and on certain export markets exclusively to Cobelaz and, through Cobelaz, which is their collective representative, to SA Nitrex of Zurich for the export markets specified in article 3 of the Nitrex agreement of October 12, 1962. They undertake to refrain altogether from selling the product to third parties in those markets, except for retail sales in the vicinity of the plants and on condition that they are instructed to do so by Cobelaz, and to refer to Cobelaz any order or prices inquiry for those markets in return they alone have the right to sell the products, freely and individually, in the Member States of the EEC other than Belgium.

Each member must give Cobelaz a broad indication at the beginning of each trading year of the quantities which it intends to place at its disposal during that trading year. Cobelaz, acting under its own name on behalf of the members, sells the quantities placed at its disposal in the best common interest without indicating the producing plant and distributes orders among the members in proportion to the share of each in the total quantities made available.

A single 'average price' is assigned each year to the product sold and supplied by Cobelaz in Belgium and for export outside the EEC; this average price is calculated by dividing net receipts by the tonnage of nitrogen supplied in the form of ammonium sulphate recovered from coke oven plants.

Members undertake to supply a good quality product with a minimum content of 20 per cent ammonia nitrogen; they alone are responsible for the quality and packing of the goods which they supply and liable for damages as a result of late or deficient delivery through their fault or negligence. Cobelaz may require the members to observe rules designed to ensure a good supply.

Whenever circumstances require and at least once a year a general meeting of members is called. The general meeting, which is composed of a representative of each member and may only take decisions by a unanimous vote, is responsible in particular for examining and approving the annual accounts relating to the sale of the product.

All disputes relating to the interpretation or operation of the agreement must be settled by arbitration.

The agreement has been concluded for a period of one year ending on June 30, 1968. It will then be extended by tacit agreement for successive periods of one year, but each member has the right to withdraw on six months' notice before the expiry of the current period of the agreement.

In pursuance of the powers conferred upon it by the agreement Cobelaz determines the prices and conditions of sale for the ammonium sulphate made available to it by members.

For Belgium, Cobelaz, at the beginning of each agricultural year, fixes the price for sales to wholesalers, applicable to deliveries of each product during each of the following 12 months: this is a single monthly selling price, whatever the origin of the product. Cobelaz does not intervene in fixing wholesalers' resale prices to distributors or the price to be charged by distributors to farmers. For export markets (outside the EEC) covered by the Nitrex agreement, the prices which Cobelaz must charge are determined by SA Nitrex. Cobelaz fixes the prices of exports to other countries outside the EEC case by case.

On the Belgian market Cobelaz applies uniform general conditions of sale which specify inter alia that the product complies with Belgian laws on the subject, that it is sold to be used exclusively as a fertilizer, that the sellers liability cannot be held responsible if it is used for other purposes, that selling prices are 'free to all stations' in the country, that the product is only supplied in Cobelaz bags or in bulk and that payment must be made in cash.

For export deliveries, Cobelaz also applies uniform general conditions of sale which specify inter alia that the product may be put up in packing supplied by the buyer, that it is sold for export, that the buyer undertakes to export it and to compensate Cobelaz for any (fiscal) loss resulting from failure to export and that, until the actual export of the product, the same obligation must be imposed on successive purchasers.

3. Whereas, in the version which was in force at the time when the application for negative clearance was submitted, the agreement still contained other provisions and gave rise to certain practices which the Commission considered might affect trade between Member States of the EEC and the object and effect of which were to prevent, restrict or distort competition within the common market; in particular there were provisions of the agreement which included Member States of the EEC, other than Belgium, in the area of operation of the exclusive joint marketing rights conferred on Cobelaz, which bound Cobelaz to give priority to sales of coke oven ammonium sulphate over other nitrogenous fertilizers sold by it and which assigned to that product a single average price equal to the general average price obtained by Cobelaz in respect of its total sales of nitrogenous fertilizers of all types including nitrogenous fertilizers obtained by synthesis; there was also the clause in the general conditions of sale applicable in Belgium by which Cobelaz prohibited resale of the goods outside the Belgian territory without its prior approval; finally there was the practice whereby Cobelaz granted loyalty bonuses to its Belgian customers and granted, at least until 1964, stock readjustment bonuses to those resellers only who had not made purchases abroad;

(*Continued on next page*)

EUROTARIFF SERVICES

The Customs Tariff of the European Communities (English edition), incorporating the Common External Tariff (CET), the Kennedy Round Concessions and additional taxes, with amendment service.

* * *

Special Folder Service – Tariff extracts for selected countries, world-wide, covering clients' products, with amendment service.

* * *

"Report on Europe" (Monthly) by Gavin Gordon.

Full details and subscription rates can be obtained from:

EUROTARIFF (GREAT BRITAIN) LIMITED,
10 Duke Street Mansions - 60 Duke Street - London, W.1.

TELEPHONES: 01-499 1532 01-493 1377

EUROPEAN COMMUNITIES, *continued*

whereas with the aim of obtaining the negative clearance requested, the interested parties decided to give up these provisions and practices after the Commission had informed them, in a 'notice of objections' on October 14, 1966 under article 19 (1) of regulation No. 17, that it considered them to be incompatible with article 85 of the treaty; whereas on July 1, 1967 the provisions complained of were in fact removed from the agreement and from Cobelaz's general conditions of sale applicable in Belgium, as a result of a decision made by a general meeting of members on April 6, 1967; whereas, in a letter of April 24, 1967 the chairman of the board of management of Cobelaz assured the Commission that within the framework of the modified agreement, 'Cobelaz will in fact put an end to the granting of loyalty bonuses to its Belgian customers and will not reintroduce the practice, which has been abandoned for several years, of making the grant of stock readjustment bonuses subject to buying exclusively from Cobelaz';

II

4. Whereas, on the question of form, although the interested parties did not use form A prescribed in article 4 (1) of Regulation No. 27, to submit their request for negative clearance, they did however provide at points I to IV of Form B which was used by them, all the information prescribed on Form A so that the request for negative clearance may be submitted in proper form and to be formally admissible by virtue of article 2 of Regulation No. 17;

5. Whereas, on the merits of the case, the negative clearance applied for may be issued in accordance with the provisions of article 2 of Regulation No. 17 if the commission finds that there are no grounds for it, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 (1) of the Treaty in respect of the joint marketing agreement concluded between Cobelaz and the Belgian undertakings producing ammonium sulphate recovered from coke oven plants;

whereas under the terms of article 85(1) of the Treaty all agreements between undertakings, all decisions by associations of undertakings and all concerted practices which may affect trade between Member States and the object or effect of which is to prevent, restrict or distort competition within the common market are prohibited as incompatible with the common market;

whereas the agreement in question, in its present version, contains several provisions which restrict competition within the common market, notably the obligation on members to refrain from individual sales of coke-oven ammonium sulphate on the Belgian market; whereas negative clearance in respect of article 85 (1) may therefore only be given if the agreement is not capable of affecting trade between Member States;

whereas in this respect, it is necessary to consider whether the agreement is capable of affecting freedom of trade between Member States in a manner which could impair the proper operation of the common market; whereas, in the case in question, it should therefore be considered whether the provisions of the agreement and the provisions made for its application may hinder the freedom of import and export of members or of third parties within the common market;

6. Whereas the agreement does not interfere with the freedom of import of members within the common market since it only organizes joint sales on the Belgian market and on markets outside the EEC of coke-oven ammonium sulphate manufactured by members in Belgium and moreover does not restrict, even indirectly, the possibility of the latter's purchasing in other Member States of the EEC;

whereas moreover the agreement does not interfere directly with members' freedom of export within the common market since it provides that members alone have the right to sell, freely and individually, the product in Member States of the EEC other than Belgium, thereby eliminating any intervention by Cobelaz in exports within the EEC;

whereas that clause, which was inserted into the agreement as from July 1, 1967 as a result of the objections put forward by the Commission in respect of the previous version of the agreement, reflects the intention of the members thereafter to restrict their joint marketing system to the Belgian market and to markets outside the EEC;

whereas, furthermore, no provision is included in the agreement which may indirectly affect the freedom of export within the common market which is reserved to members; whereas in particular;

(a) although the agreement entitles Cobelaz to distribute orders amongst the members, each of them is still free to decide for itself the quantities of coke-oven ammonium sulphate which it will make available to Cobelaz for joint marketing and the quantities which it will retain for individual sale in Member States of the EEC other than Belgium, since it is not bound under the agreement to place given quantities at the disposal of the agency and only has to give a broad indication to the agency at the beginning of each trading year of the quantities which it intends to make available for joint marketing;

(b) the assignment at the end of the year to each of the members of a single price equivalent to the average price obtained by the agency, for the quantities of coke-oven ammonium sulphate sold on their behalf by Cobelaz, does not seem likely to deter them from exporting individually within the common market, since the average price is, and will probably remain, much lower than the selling prices which they could obtain on the markets of the other Member States;

whereas the quality and delivery requirements imposed on the members by the agreement for coke-oven ammonium sulphate supplied in Belgium and outside the EEC under the joint marketing system, notably observance of a minimum nitrogen content of 20 per cent, do not seem such as to hinder any resale of the product to third parties within the common market since they are no different from those which are usual for that product in the other Member States of the EEC;

whereas, moreover, since July 1, 1967 the general conditions of sale applied by Cobelaz on the Belgian market no longer contain any clause which prevents purchasers from exporting the product to any of the Member States of the EEC or from importing this product into Belgium;

whereas, further, there is no reason to believe, particularly in view of the written undertakings given by Cobelaz to the Commission with regard to the granting of refunds or bonuses to its customers, that the activities of the agency no longer exercise any influence, even indirectly, on their freedom to import ammonium sulphate from other manufacturers in the common market or to export that product to other countries of the EEC;

7. Whereas, it is true that in its present version the agreement under examination still has noticeable restrictive effects on the position of distributors or users within the common market; there is, in particular, the application by Cobelaz on the Belgium market of a single scale of monthly selling prices and of uniform conditions of sale providing inter alia for delivery 'free at all stations of destination' in Cobelaz packing or in bulk, the result of which is that Belgian purchasers, who are able to apply only to a single Belgian seller, do not even have the opportunity of creating competition in prices between Belgian manufacturers nor of taking advantage, where appropriate, of a favourable geographic location in relation to certain factories in order to reduce the cost of transport, nor simply of choosing a supplier even if prices are the same; there is the fact that on the Belgian market Cobelaz sells on behalf of members exclusively to a certain number of 'approved' wholesalers, which is likely to interfere with other wholesalers' opportunities of doing business, since if they wish to make ammonium sulphate available to distributors they are obliged to apply to 'approved' wholesalers and therefore to pay a higher price than the latter for the same quantities; whereas, however, it would be inappropriate to take these restrictions of competition as grounds for refusing to issue a negative clearance, since on the basis of the information available to the Commission, it does not appear, in present circumstances, that the restrictions, which concern the Belgian domestic market, are likely to affect trade between Member States;

whereas the substance of the application for negative clearance for the modified agreement has been published in accordance with article 19 (3) of Regulation No. 17 with a view to giving all interested third parties the opportunity of submitting their observations; whereas no objection of a nature to justify the refusal of negative clearance has been made;

whereas the Commission can therefore find, in response to the request from the undertakings concerned, that on the basis of the information available to it there are no grounds for it to intervene in respect of the agreement in question pursuant to the provisions of article 85 (1) of the Treaty;

III

8. Whereas the conditions for application of article 7 (1) of Regulation No. 17 have been satisfied; whereas, in fact, the agreement concerned was in existence on the date of entry into force of Regulation No. 17 (March 13, 1962) was notified on October 30, 1962, i.e. within the period laid down in article 5 (1) of Regulation No. 17, did not satisfy the conditions for the application of article 85 (3) and was modified by the undertakings concerned with effect from July 1, 1967 as set out above, in such a way that it is no longer covered by the prohibition contained in article 85 (1) of the Treaty; whereas, it follows that in respect of the versions of the agreement prior to July 1, 1967 the prohibition contained in article 85 (1) only applies, in accordance with article 7 (1) of Regulation No. 17, for the period laid down by the Commission;

whereas, in this respect, account should be taken in this specific case, of the fact that the parties concerned not only informed the Commission, within the period which it allowed them to reply to its notification of grounds for complaint of October 14, 1966 of their intention to modify the agreement in such a way as to remove the grounds for complaint, but also in fact put an end to the provisions complained of and practices in question within a reasonable period, that is on July 1, 1967 or the beginning of the next marketing year for nitrogenous fertilizers; whereas these circumstances are sufficient to justify non-application of the prohibition contained in article 85 (1) for the whole of the period prior to July 1, 1967, the date of entry into force of the version of the agreement in respect of which negative clearance may be issued.

HAVE TAKEN THIS DECISION:

Article 1

There are no grounds for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 (1) of the Treaty establishing the European Economic Community, in respect of the joint marketing agreement between Comptoir belge de l'azote and Belgian undertakings producing coke-oven ammonium sulphate, in the version resulting from the modification which entered into force on July 1, 1967.

Article 2

The prohibition contained in article 85 (1) shall not apply to earlier

versions of the agreement for the period between March 13, 1962 and July 1, 1967.

Article 3

This decision is addressed to the following undertakings:

1. Comptoir belge de l'azote, S.C., of Brussels
2. Amoniaque synthétique et dérivés, S.A., of Brussels
3. Cockerill-Ougrée-Providence, S.A., of Seraing
4. Société métallurgique Hainaut-Sambre, S.A., of Couillet
5. S.A. des fours à coke de Zeebrugge, of Brussels
6. Forges de Thy-Marcinelle et Monceau, S.A., of Marcinelle
7. Cokeries du Marly, S.A., of Brussels
8. Société métallurgique d'Espérance-Longdez, S.A., of Liège
9. Houillères d'Anderlues, S.A., of Anderlues
10. Carbonisation centrale, S.A., Brussels
11. S.A. des charbonnages du Borinage, of Cuesmes
12. Forges de Clabecq, S.A., of Clabecq
13. Usines Gustave Boël, S.A., of Brussels
14. Les cokeries du Brabant, S.A., of Brussels
15. S.A. André Dumont N.V., of Brussels
16. S.A. des charbonnages du Bois-du-Luc, of Houdeng-Aimeries,
17. S.A. Zolder N.V., of Zolder
18. Charbonnages d'Hensies-Pommeroeul, S.A., of Brussels
19. Limbourg-Meuse. S.A., of Brussels.

Done at Brussels, November 6, 1968.

By the Commission,
The President,
JEAN REY.

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Proposed Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL – PROPOSED REGULATIONS

The *Journal Officiel des Communautés Européennes* No. C20 dated February 19, 1969, contains the draft text of a number of Proposed Regulations fixing the prices of various agricultural products for the Marketing Year 1969/1970. The Proposed Regulations are as follows:

(1) Proposed Regulation fixing the prices in the cereal sector.
(2) Proposed Regulation fixing the target price for husked rice.
(3) Proposed Regulation fixing the target and intervention prices for oil seeds.
(4) Proposed Regulation fixing the prices in the sugar sector and the quality standards for white sugar and sugar beet.
(5) Proposed Regulation modifying the text of **Regulation 1009/67/CEE** on common organization of the market for sugar.
(6) Proposed Regulation fixing the intervention price, the minimum price for beet, the household price, the quality guarantee and the production quota for sugar.
(7) Proposed Regulation fixing the target price for milk and the intervention prices for butter, powdered skimmed milk and 'Grana Padano' and 'Parmigiano-Reggiano' cheeses.
(8) Proposed Regulation fixing the threshold prices for certain milk products.
(9) Proposed Regulation fixing the aid for skimmed and powdered skimmed milk intended for animal feedstuffs.
(10) Proposed Regulation fixing the guarantee prices for calves and cattle.

It should be noted that the draft text of these Proposed Regulations, which may be obtained on application to the Export Services Branch at the address given in preceding column, when finally approved, may differ from the draft text referred to above.

SUGAR

Regulation (CEE) No. 297/69 modifies **Regulation (CEE) No. 750/68** in order to include certain syrups in the compensation system for storage costs in the sugar sector (*Journal Officiel* No. L42 dated February 19, 1969).

Regulation (CEE) No. 339/69 modifies **Regulation (CEE) No. 258/69** providing transitory arrangements for the amount of sugar produced over the maximum quota (*Journal Officiel* No. L46 dated February 25, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 338/69 establishes special methods of application for the export of certain cheeses (*Journal Officiel* No. L46 dated February 25, 1969).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 330/69 modifies **Regulation No. 173/66/CEE** fixing the import levy for olive oil (*Journal Officiel* No. L45 dated February 22, 1969).

(*Continued on next page*)

GENTRANSCO SERVICES LTD.

P.O. Box 166 **CENTRAL HOUSE, STRATFORD, LONDON, E.15**

Telephone: 01-5346655 Telex: 897153/4

We operate the largest number of regular, direct Train Ferry and Container Groupage Services to and from the Continent

Amsterdam, Barcelona, Basle, Belfast, Berlin, Bielefeld, Brussels, Chiasso (for Italy), Cologne, Copenhagen, Dublin, Dusseldorf, Frankfurt, Ghent, Gothenburg, Hagen, Hannover, Lyon, Madrid, Mannheim, Munich, Nurnberg, Paris, Prague, Rotterdam, Salzburg (for Greece and Jugoslavia), Stockholm, Stuttgart, Teheran, Vienna, Waterford, Zeebrugge, Zurich.

Branch Offices in the UK (for enquiries):

Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 31396
Daimler House, Paradise Street, Birmingham 1	Telephone: 643 1995	Telex: 338057
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 663061/2	Telex: 44852
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerly Street, Liverpool, L 3 9 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

EUROPEAN COMMUNITIES, *continued*

Regulation (CEE) No. 331/69 modifies **Regulation No. 174/66/CEE** concerning guarantees and deposits for applications for import and export certificates for olive oil (*Journal Officiel* No. L45 dated February 22, 1969).

CEREALS, RICE AND COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 289/69 modifies **Regulation No. 120/67/CEE** with regard to the movement of cereals intended as food aid (*Journal Officiel* No. L41 dated February 18, 1969).

Regulation (CEE) No. 290/69 fixes the criteria for the movement of cereals intended as food aid (*Journal Officiel* No. L41 dated February 18, 1969).

Regulation (CEE) No. 291/69 relates to the opening of tenders for the movement of 50,000 tonnes of soft wheat as aid to Turkey (*Journal Officiel* No. L41 dated February 18, 1969).

Regulation (CEE) No. 302/69 modifies and completes certain provisions of **Regulation (CEE) No. 1052/68** relating to import and export regulations for products with a cereal or rice base (*Journal Officiel* No. L43 dated February 20, 1969).

Decision 69/68/CEE ascertains that the specified conditions for the movement of soft wheat intended for the national operation of food aid, are fulfilled (*Journal Officiel* No. L46 dated February 25, 1969).

Temporary suspension of import duties in the common tariff: correction

THE *Board of Trade Journal* dated February 21, 1969 (page 576) contains a notice about a number of partial or total suspensions of duty on certain items. A correction to this was published in the *Board of Trade Journal* dated February 28, 1969 (page 648).

The following should now replace the entry for customs tariff No. 'ex 29.01 D VIII'.

Common Customs Tariff No.	Description of goods	Rate of duty to be applied for period January 1-December 31, 1969
ex 29.01 D VIII	Vinyltoluene	6%

SPAIN

Tariff modifications

IN THE *State Gazette* of February 21 the Spanish authorities published a Decree by which the following items are added to the Appendix list:

Tariff Heading	Description	Reduced duty	Valid during
84.45 C 6	Grinding machines to grind slabs, billets, etc., with a pneumatic pressure governing wheel, of more than 5 tons weight, without feeder and without air extractor	5%	2 years
84.45 C 11	Special automatic machines for forming interior guides in the slip bushings of electric starting motors, by cold pressing, using simultaneous hydraulic pressure of four heads	5%	2 years
85.11 B 1 b	Automatic machines for the manufacture of solid weld bearing beams by continuous welding using four submerged arc headers, with pressure devices incorporated for positioning and counterpressing and with static power supply sources	5%	2 years

Inquiries about this Notice should be addressed to: Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas 1969 (1)

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between March 1 and March 31 for all quotas except Nos. 6 and 7 which are permanently open.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
6	Beer	16,150,000
7	Fish meal	210,540,000
33	Articles of porcelain and glass	15,400,000
34	Imitation jewellery	4,675,000
35	Containers of iron and steel	11,000,000
36	Stoves, heating apparatus, cookers, cooking rings, boilers, plate heaters, etc.	6,050,000
37	Other manufactures of cast, iron or steel	12,100,000
38	Copper manufactures	5,500,000
39	Aluminium manufactures	6,050,000
40	Hand tools for industry	30,250,000
41	Saws and blades	16,500,000
42	Cutlery and table sets of iron or steel	11,000,000

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 450/462).

Opening of global quotas 1969 (2)

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Quotas 1 to 5 are open permanently. Applications for quotas 23 and 24 should be presented between March 15 and April 14, and for quotas 25 to 27 between March 15 and April 15.

Quota No.	Goods	Value of licences for which applications are invited
		Pesetas
1	Hops	35,000,000
2	Meat preserves	35,200,000
3	Fruit preserves	35,200,000
4	Miscellaneous food products	7,150,000
5	Soup and soup preparations	13,200,000
23	Non-liberalized wood manufactures	Unspecified (Annual 14,850,000).
24	Miscellaneous textile fibres	Unspecified (Annual 12,100,000)
25	Yarns of miscellaneous textile fibres	Unspecified (Annual 18,150,000)
26	Coconut yarns	Unspecified (Annual 49,500,000)
27	Fabrics of miscellaneous textile fibres	Unspecified (Annual 84,260,000)

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

NORWAY

Global quotas

NORWAY HAS established the following global quotas for 1969. The global quota area comprises all countries.

Heading in the Customs Tariff	Commodity	Quota (expressed in '000 kr. unless otherwise stated)
ex Chapter I	Live animals, not for food	2,000
ex 04.04	Cheese and cheese paste	235 tons
06.01	Flower bulbs	13,500 (or 1,350 tons)
06.02	Live plants, tubers and the like	12,500
06.03	Cut flowers	9,000
06.04	Other parts of plants, grasses, moss, foliage and the like	600
ex 07.01	Fresh mushrooms	10 tons
ex 10.06	Rice grits and broken rice (other than for industrial processing)	450
ex 16.02	'Turkey roll'	100
ex 17.02	Glucose	1,500 tons
ex 20.02	Roasted onions	15 tons
20.07	Fruit and vegetable juices	300
ex 21.07	Fat emulsions and similar preparations of a kind used in the manufacture of bakers' wares, containing more than 10% of fat by weight	100

Inquiries resulting from this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of February 14 announced that imports of the fish listed below, originating in and imported from all countries other than member countries of the EEC will continue to qualify under the minimum price procedure for the periods stated:

Tariff No.	Product	Minimum price per quintal	Period of application
Average price recorded in the fish market auctions at Concarneau and Boulogne sur Mer:			
03.01 B I ex a	Mackerel, fresh (live or dead), chilled or frozen, whole, headless, or sliced.	77	From February 16, 1969, to February 15, 1970
Price recorded at the fish market at Boulogne sur Mer:			
03.01 B I ex g	Cod, fresh (live or dead), chilled or frozen, whole, headless or sliced	130	From February 16, 1969, to February 15, 1970
03.01 B ex II	Fillets of cod, fresh or chilled		
03.01 B I ex g	Black pollock, fresh (live or dead), chilled or frozen, whole, headless or sliced.	97	
03.01 B I ex g	Whiting, fresh (live or dead), chilled or frozen, whole, headless or sliced (sizes 1 to 4)	118	
03.01 B I ex II	Fillets of whiting, fresh or chilled		
Average price recorded at the fish market auctions at Dieppe and Boulogne sur Mer:			
03.01 B I ex g	Plaice (flounder) fresh (live or dead), chilled or frozen whole, headless or sliced.	100	From February 16, 1969, to February 15, 1970

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962 and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Import regulations

THE FRENCH *Journal Officiel* of February 5 announced that by an arrêté of January 5, 1969 the use of lead salt in the manufacture of pearls and imitation jewellery is forbidden, as are also all imports and sales of these articles if they contain lead salt.

The arrêté of July 24, 1967 is now obsolete.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of February 14 announced the opening of quotas for imports from all countries of the petroleum products listed below:

Code No.	Tariff No.	Product
210	27.09	Crude Petroleum oils.
220	27.10 A III b	Aviation spirit.
222	38.19 E, 27.10 A I and II	Mixed alkylenes and light oils destined to be chemically processed.
223	27.10 C I c, II c	Gas oil and domestic fuel oil.
225	27.10 C III d and 34.03 A	Lubricants.
225 bis	38.14 B I a and Miscellaneous (1)	Lubricating additives (dopes) containing petroleum oils and shale oils; petroleum raw materials for their manufacture.
227	Ex 27.13 B and ex 34.04	Mineral waxes.
227 bis	Ex 27.13 B	Paraffin residues (slack wax and scale wax).
228	27.14 B	Petroleum coke.
Dica (1)	Miscellaneous (1)	Miscellaneous petroleum products.

(1) Importers must show on their applications for import licences the tariff numbers of the goods to be imported.

Requests for import licences should be addressed to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris, 9e, where they will be examined as and when received.

Importers must include on their licence applications the tariff number and description and the customs statistical code number.

Applications already lodged and on which no decision has been made by February 24 will be considered void.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Trading links with Nigeria and with France

A full range of services is available to businessmen interested in these countries

BRITISH & FRENCH BANK LIMITED

Subsidiary of BANQUE NATIONALE DE PARIS

8/13 KING WILLIAM STREET LONDON EC4 TELEPHONE 01-626 5678 and 5231

Subsidiary Bank in Nigeria

United Bank for Africa Limited

SWITZERLAND

Special rates of duty on certain commodities

THE SWISS Federal Department of Finance and Customs has introduced, with effect from January 1, 1969 amendments to the special rates of duty for certain commodities when imported for specified uses. The reduced rates of duty for the products listed below (which were implemented under various orders made in 1959-61) are revoked and replaced by the following:

Tariff heading	Goods	Use	Reduced rate Francs per 100 kg gross
5101.14/16	Yarn, unbleached, bleached or dulled white, neither multiplied nor cabled, other than crimp yarn and stretch yarn, not put up for retail sale:	Twisting, weaving, knitting or plaiting	
	Of continuous polyester fibre		50·00
	Of continuous polyacrylonitrile fibre		6·00
5102.10/30	Monofil of synthetic fibre materials of a maximum length of 1·5 m., pure or blended	Manufacture of brushware, painting and similar brushes, brooms and feather dusters	30·00
	Discontinuous fibres, neither carded nor combed:	Spinning.	
5601.10	Of polyester, unbleached, bleached or dulled white.		20·00
5601.10/30	Of polyacrylonitrile, unbleached, bleached, dulled white or dyed		4·00
	Continuous filament tow for the manufacture of discontinuous fibres:	Spinning.	
5602.10	Of polyester, unbleached, bleached or dulled white		20·00
5602.10/30	Of polyacrylonitrile, unbleached, bleached, dulled white or dyed		4·00
5603.10	Waste of textile fibres, (including yarn waste and pulled or garnetted rags), neither carded nor combed:	Spinning.	
	Of polyester		20·00
	Of polyacrylonitrile		4·00
	Discontinuous fibres and waste of textile fibres, carded, combed or otherwise prepared for spinning:	Spinning.	
5604.10	Of polyester, unbleached, bleached or dulled white.		20·00
5604.10/30	Of polyacrylonitrile, unbleached, bleached, dulled white or dyed		4·00

The following goods shall also be subject to special rates of duty, when imported for specified uses:

Tariff Heading	Goods	Use	Reduced rate of Francs per 100 Kg. gross
5101	Yarn of polyamide fibres (continuous), not put up for retail sale:	Manufacture of carpets.	
	Crimp yarn and stretch yarn, more than 50 deniers:		
	Unbleached, bleached or dulled white		90·00
	Dyed or printed		100·00
	Other, dyed or printed, multiple or cabled, more than 20 denier		100·00
5104.12/30	Woven fabric of strip of a width of 5 mm. or less and a thickness of 0·4 mm. or less, of synthetic textile materials, unbleached, bleached, dulled white or dyed.	Manufacture of carpets.	

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from January 13, 1969. A notice giving details of other textile items affected by this liberalization measure appeared in the *Board of Trade Journal* of February 21.

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
50.09 50.10 51.04 52.02 53.11 53.12 53.13 53.06 53.07 53.08 53.09 53.10 56.05 56.06	Woven fabrics of wool carded or combed of the types in the appended supplement. (Appendix A.)	IL 13·00 per sq. metre	25%
58.07 55.09 56.07 58.04 58.05 58.09 58.10 59.13	Woollen and worsted yarns of the types in the supplement appended. (Appendix B.)	As in the appended supplement	30%

APPENDIX A

Item	Description	Rate of Duty
50.09 1000	Woven fabrics of silk or waste silk containing wool or any other animal hair in whatever percentage	IL 13·00 per sq. metre
50.10 1000	Woven fabrics of noil silk containing wool or any other animal hair in whatever percentage	
51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil falling under Item 51.02 and 51.01 of the following kinds:	
	Of synthetic fibres:	
9100	containing wool or any other animal hair in whatever percentage	
9110	composed of 100% man-made fibres, containing whatever percentage of discontinuous fibres in lengths exceeding 40 mm.	
9120	Of artificial fibres:	
	containing wool or any other animal hair in whatever percentage	
9900	composed of 100% man-made fibres, containing whatever percentage of discontinuous fibres in lengths exceeding 40 mm.	
9910	Woven fabrics of metal thread or of metallized yarn, of the type used in articles of apparel, in furnishing materials and the like, of the following kinds:	
9920	containing wool or any other animal hair in whatever percentage	
52.02	composed of 100% man-made fibres, containing any percentage of discontinuous fibres in lengths exceeding 40 mm.	
1000	Woven fabrics of wool or of fine animal hair	
2000	Woven fabrics of coarse animal hair:	
53.11	containing wool or any other fine animal hair in any percentage whatever	
53.12	other	IL 7·00 per sq. metre
1000	Woven fabrics of horsehair:	
9900	containing wool or any other fine animal hair in any percentage whatever	IL 13·00 per sq. metre
53.13	other	IL 7·00 per sq. metre
1000		
9900		

APPENDIX B

Item	Description	Rate of duty	Surcharge
53.06	Yarn of carded wool, not put up for retail sale	25%	IL 3·50 + IL 0·80 per US $
53.07	Yarn of combed wool, not put up for retail sale		
53.08	Yarn of fine animal hair (combed or carded) not put up for retail sale		
53.09	Yarn of horsehair or of other coarse animal hair, not put up for retail sale		IL 0·80 per US $
53.10	Yarn of wool, of horsehair or of any other animal hair (whether fine or coarse) put up for retail sale.	25% + IL 10·00 per kg.	
56.05	Yarn of man-made fibre (discontinuous or waste), not put up for retail sale, of the kinds:		
1090	of synthetic fibre (other)	25%	IL 3·50 + IL 0·80 per US $
2000	of artificial fibres:		
2010	containing wool or any other animal hair in any percentage		
2020	composed of 100% man-made fibres, containing any percentage of discontinuous fibres exceeding 40 mm. in length		
56.06	Yarn of man-made fibre (discontinuous or waste) put up for retail sale, of the following kinds:		
1090	of synthetic fibre (other)	25% + IL 10·00 per kg.	IL 3·50 + IL 0·80 per US $
2000	of artificial fibres:		
2010	containing wool or any other animal hair in any percentage whatever		
2020	composed of 100% man-made fibres containing any percentage whatever of discontinuous fibres in lengths exceeding 40 mm.		
58.07 1090	Chenille yarn and gimped yarn (other)	25%	
55.09 3000	Woven fabrics of cotton containing wool or any other animal hair in whatever percentage		
56.07	Woven fabrics of man-made fibres of the following kinds:		
1000	of synthetic fibres:		
1010	containing wool or any other animal hair in any percentage		

Item	Description	Rate of duty	Surcharge
1020	composed of 100% man-made fibres containing any percentage of discontinuous fibres in lengths exceeding 40 mm.		
2000	of artificial fibres:		
2010	containing wool or any other animal hair in any percentage whatever		
2020	composed of 100% man-made fibres containing any percentage of discontinuous fibres in lengths exceeding 40 mm.		
58.04 1000	Velvet fabrics:	IL 13·00	
1040	of wool	per sq. metre	
1090	other		
2000	Other pile fabrics:		
2010	of synthetic fibres		
2020	of artificial fibres		
2030	of cotton		
2040	of wool		
2050	of natural silk		
9900	Woven fabrics of chenille		
58.05 2000	Narrow woven fabrics of the following kinds:		
2010	containing wool or any other animal hair in any percentage whatever		
2020	composed of 100% man-made fibres containing any percentage whatever of discontinuous fibres in lengths exceeding 40 mm.		
58.09 1031	Net fabrics in lengths or in strips containing wool or any other animal hair in any percentage whatever		
58.10 3010	Embroidery in the piece or in strips containing wool or any other animal hair in any percentage whatever		
59.13 1000	Elastic fabrics consisting of textile materials combined with rubber threads of the following kinds:		
1010	containing wool or any other animal hair in whatever percentage		
1020	composed of 100% man-made fibres containing any percentage whatever of discontinuous fibres in lengths exceeding 40 mm.	IL 13·00 per sq. metre	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.
39 Waterloo Road, London, N.W.2. *Tel:* 01-452 9861 (3 lines)

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

CEYLON

Tariff amendments

THE BOARD OF TRADE has received a copy of the Ceylon *Government Gazette* of February 6, which contains Customs Notification (RPO) No. 69/1. The effect of this Notification is to introduce new rates of duty as follows:

SCHEDULE I

Heading No.	Column I Tariff Heading	Column II Preferential Rate *Ad val.*	Column III General Rate *Ad val.*
37.02	Film in rolls, sensitized, unexposed, perforated or not:		
	A. Cinematographic film	2½%	5%
37.06	Cinematograph film, exposed and developed, consisting only of sound track, negative or positive:		
	D. Other	Rs. 0·14½ cts. per linear foot	Rs. 0·15 cts. per linear foot
37.07	Other cinematograph film, exposed and developed, whether or not incorporating sound track, negative or positive:		
	D. Other	Rs. 0·14½ cts. per linear foot	Rs. 0·15 cts. per linear foot
44.03	Wood in the rough, whether or not stripped of its bark or merely roughed down:		
	A. Teak	140%	150%
	B. Iroko	140%	150%
	C. Afrormosia	140%	150%
	D. Sapele	140%	150%
	E. Other:		
	(i) Saw logs and veneer logs, of non-coniferous species	60%	70%
	(ii) Other	200%	210%
44.04	Wood roughly squared or half-squared, but not further manufactured:		
	A. Teak	140%	150%
	B. Iroko	140%	150%
	C. Alfrormosia	140%	150%
	D. Sapele	140%	150%
	E. Other:		
	(i) Of non-coniferous species	60%	70%
	(ii) Other	250%	260%
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash bulbs:		
	A. Torch bulbs	30%	40%
	B. Arc-lamps	10%	20%
	C. Other	90%	100%
90.02	Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked:		
	A. Lenses, filters and view finders for cinematographic cameras and for other equipment (excluding cinematographic projectors) specially designed for use in the film industry	Free	Free
	B. Other	—	40%
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles:		
	A. Equipment specially designed for use in the film industry (excluding cinematographic projectors)	Free	Free
	B. Cinematographic projectors	40%	50%
	C. Other	100%	105%
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photo-copying apparatus (contact type); spools or reels, for film; screens for projectors:		
	A. Apparatus and equipment specially designed for use in the film industry	Free	Free
	B. Other	110%	115%
25.23	Portland cement, cement fondu, slag cement, super-sulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:		
	C. Other	—	50 cents per hundred-weight

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

GHANA

Special surcharge on imported goods

THE GHANA National Liberation Council Decree 325 introduced, with effect from February 13, 1969, a special surcharge in respect of all goods imported into Ghana under or by virtue of an Open General Licence issued by or on behalf of the Controller of Imports and Exports. The surcharge is to be made at the rate of 5 per centum of the value of goods as defined in section 13 of the Customs and Excise Tariff Act, 1966 (Act 318).

Exemptions from the surcharge are set out in the Schedule below.

Importers of those goods subject to the surcharge shall make payment in respect of them to the Comptroller of Customs and Excise at the time of effecting entry in respect of such goods for home consumption.

SCHEDULE
Part I
LIST OF EXEMPT GOODS

1. Personal or household effects of crews or passengers arriving in Ghana;
2. Single copies of books, newspapers, magazines and periodicals;
3. Live animals imported as domestic pets and not for sale;
4. All medicinal and pharmaceutical products falling under statistical group number 541 of the Import and Export List issued by the Central Bureau of Statistics and imported into Ghana in accordance with the provisions of the Pharmacy and Drugs Act, 1961 (Act 64);
5. Text-books intended for use in Primary, Middle and Secondary Schools, Training Colleges and Universities;
6. Fresh or frozen fish caught by Ghanaian owned vessels.

Part II

1. *Head of State of Ghana*: in respect of all goods imported for the official use of the Head of State of Ghana or purchased in Ghana for the official use of the Head of State after they had been imported into Ghana;
2. *The Government of Ghana*: in respect of all goods imported officially by or for the use of the Government of Ghana;
3. *Diplomatic missions*:
   (a) All goods imported by or for the official use of any United Nations, Commonwealth or Foreign Embassy, Mission or Consulate;
   (b) All goods imported by or for the use of a permanent member of the United Nations, of the Diplomatic Service of any Commonwealth or Foreign Country provided such member is exempted by the Commissioner responsible for Foreign Affairs from the payment of customs duties:

   Provided that sub-paragraphs (a) and (b) shall not apply unless a similar privilege is accorded by such Commonwealth or Foreign Country to the Ghana Representative in that Country.
4. *Technical Assistance Schemes*

   All goods imported by or on behalf of personnel engaged by an International Agency or under any Technical Assistance Scheme where the terms of the agreement made with the Government of Ghana include exemption from customs duty.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Customs tariff amendment

THE FIRST Schedule to the Ghana Customs Tariff was amended by the National Liberation Council Decree 326 as below, and became effective from February 13, 1969:

First Schedule – Import Duties

A – General rates

Tariff No.	Tariff description	Rate of duty
03.01	Fish, fresh (live or dead), chilled or frozen	the lb. NC 0·02½
03.02	Fish, salted, in brine, dried or smoked	the lb. NC 0·02½
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water	the lb. NC 0·02½
10.06	Rice	the lb. NC 0·02½
11.01/02	Cereal flours, cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, pearled, or kibbled, but not further prepared), except husked, glazed, polished or broken rice; germ of cereals, whole, rolled, flaked or ground:	
	A. Flours, meal and groats of wheat and spelt (including meslin)	the lb. NC 0·04
	B. Other	50%
16.04	Prepared or preserved fish, including caviar and caviar substitutes:	
	A. Caviar and caviar substitutes	50%
	B. Other	the lb. NC 0·02½

First Schedule – Part B

2. Goods admissible at concessionary duty rates when imported by manufacturers approved by the Comptroller.

Tariff No.	For the manufacture of	Description of Goods	Rate of duty
B.107	Textile manufactures	Knitted (including interlock) or crocheted fabrics of Heading No. 60.01 or 60.06A of Part A provided the Comptroller is satisfied that similar materials are not manufactured locally.	the lb. NC 1·20 or 60%

Note: The symbol C in this notice should read ₵ for Cedi.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MAURITIUS

Import control: edible oils and oil substitutes

THE BOARD OF TRADE has received a copy of Mauritius Government Notice No. 191 of 1968. The effect of this notice is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, *inter alia*, the United Kingdom. The goods are:

Edible oils and edible oil substitutes.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Have YOU looked for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

THE BRITISH BANK OF THE MIDDLE EAST

Head Office 7 King William Street, London, EC4 Tel 01-626 2643 Telex 283473
Associate Banks The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi and Mersa Brega.

A member of the Hongkong Bank Group

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 39, published in the United Republic of Tanzania *Gazette* of February 24, amends, with effect from February 13, the Fourth Schedule to the Open General Licence 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) which includes goods of United Kingdom origin for which specific import licences are required, by the addition of the following items:

Fourth Schedule

BTN No.	Description
40.11	Tyres made for motor vehicles designed or used for the purpose of carriage of passengers or goods, where such tyres have the rim diameter of not less than eleven inches and not more than twenty-one inches, whether such tyres are intended for use on motor vehicles or otherwise and whether such tyres have been previously used or not.
40.11 C	Tubes to fit tyres described in the preceding item.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

SIERRA LEONE

Customs tariff changes

TELEGRAPHIC INFORMATION has been received from Sierra Leone about certain changes to the Customs Tariff.

Comprehensive details have not yet been received, but it is hoped that this information will be available shortly.

Full details will be published as soon as possible and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated February 6, 1969 publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 3) Order, 1969, and Customs (Prohibiton of Imports) (Temporary Protective Measure) (Amendment) (No. 4) Order, 1969.

(1) *Amendment (No. 3)* amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measures) Order, 1968 by deleting the following items which means that the goods concerned are no longer subject to special licensing:

Heading No.	Description of goods	Country
74.03 110 190	Copper wire, other than brass wire	All countries
76.02 110 160	Aluminium wire	All countries
76.2 100 200 900	Stranded wire, cables, cordage ropes, plaited bands and the like of aluminium wire, but excluding insulated electric wires and cables.	All countries

and inserting in their appropriate places the following new items:

Heading No.	Description of goods	Country
44.24 000	Wooden ice-cream lolly sticks	All countries
44.28 900	Tooth picks	All countries
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:	
	Bed linen:	
111	Of terry fabrics	All countries
112	of cotton	All countries
119	of other textile materials	All countries
	Table linen:	
129	Of other textile materials	All countries
	Toilet linen:	
139	Of other textile materials	All countries
	Kitchen linen:	
149	Of other textile materials	All countries
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors):	
100	Machinery	All countries
900	Parts	All countries

This means that the goods described in the second column and originating from the countries shown in the third column are now subject to special licensing when imported into the States of Malaya.

(*Continued on page* 727)

Commencing 1st April 69
JAPAN*
BY
SABENA
VIP
BIG DOOR 707
JET FREIGHTER
* From 1st April 1969 via Polar Route
* 2nd Frequency From 1st August 1969 via Southern Route
* Through Pallet Facilities from LONDON & MANCHESTER via Brussels.
Other SABENA Cargo services to AFRICA, EUROPE, MIDDLE EAST, INDIA, NORTH & CENTRAL AMERICA.
Consult your CARGO AGENT or
SABENA
BELGIAN World AIRLINES
LONDON Skyport 7290/1
MANCHESTER Mercury 1542
BIRMINGHAM 643 6106
GLASGOW 248 6018/9
DUBLIN 773440
IATA

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
LONDON AIRPORT: EXPORT DIVISION	Wingair House, London Airport North, Hounslow, Middlesex.	01-759 3722
IMPORT DIVISION	Broken House, Long Lane, Stanwell, Middlesex.	Ashford (Middlesex) 51133
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Glasgow Airport, Abbotsinch, Paisley.	041-887 2181
IPSWICH	32 Queens Street, Ipswich.	0473-54467
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Yorkshire.	09737-3121
LEICESTER	11 De Montford Street, Leicester.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, 3.	051-235 7917
LIVERPOOL AIRPORT	Room 13, Hangar 2, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 241/245 Corn Exchange Building, Fennel Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Building No. 18, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 5956
NEWCASTLE-UPON-TYNE	"D" Floor, Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-50058
PRESTWICK	Cargo Building, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	10 Queens Terrace, Southampton	0703-23731

With associate offices in Paris, Montreal, New York and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

Te Kooti

stopped making life difficult in New Zealand in 1872

Isn't it time you took advantage of it?

Welcoming handshakes have long since taken the place of threatening spears! Trade has flourished, but our country still needs from overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Notice to West Malaysian Importers No. 4 of 1969, adds to the above by stating that the import of these items to the Principal Customs Area in the States of Malaya and Penang Island will also be subject to quantitative restrictions. Importers are required to prove their imports in 1967 and those without such proof will not be permitted to import the above-mentioned items. Import licences will be issued every three months and will be restricted to quotas which will be issued by the Ministry of Commerce and Industry. The estimated quarter for the first quota commences from February 6, 1969 and ends on May 5, 1969.

(2) *Amendment (No. 4)* amends:

(a) the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968 by deleting the following items, which means that the goods concerned are no longer subject to special licensing:

Heading No.	Description of goods	Country
	Bars and rods (including wire rods) and hollow mining drill steel:	
73.10 100 910 920 990	Of iron or steel	All countries
73.15 410 510	Of high carbon steel	All countries
73.15 420 520	Of alloy steel	All countries

and by substituting for the words 'All countries' appearing in column 3 of the following items the word 'China' so that they read:

Heading No.	Description of goods	Country
60.03 2 3 4 9	Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, other than of pure natural silk	China

This means that the goods described in the second column and originating from China are subject to special licensing when imported into the States of Malaya.

(b) the Third Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968 by deleting the following:

Heading No.	Description of goods	Country
60.03 1	Stockings, under-stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, of pure natural silk	All countries

and inserting in their place:

Heading No.	Description of goods	Country
60.03	Stockings, under-stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized:	
1	Of pure natural silk	All countries
2	Of cotton	All countries
3	Of wool	All countries
4	Of man-made fibre	All countries
9	Of other textile materials	All countries

This means that the goods described in the second column and originating from the countries shown in the third column are subject to special licensing when imported into Penang.

Any inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Import surtax

THE MALAYSIAN *Government Gazette* dated December 30, 1969 published:

(a) *The Surtax (Imports) Order*, 1968 which applies throughout the Federation except Labuan and which cancels the Surtax (Imports) Order, 1967. The Order provides for a surtax of 2 per cent to be levied on the value of all goods imported into the Federation, other than those specified in the Schedule reproduced below which has been amended in accordance with the Surtax (Imports) (Amendment) Order 1969.

Heading No.	Description
03.01	Fish, fresh (live or dead), chilled or frozen:
310	Tuna imported for canning or processing for re-export out of the Federation.
320	Sauries.
10.06	Rice:
	Pulot (glutinous rice):
110	In the husk or undermilled.
190	Other.
	Other:
200	In the husk.
300	Undermilled.
	Milled:
410	Parboiled.
490	Other.
	Broken:
590	Other than for animal feeding.
25.01 900	Common salt.
26.01 270	Ores and concentrates of tin imported for smelting by licensed smelters and subsequently re-exported.
27.09 000	Crude petroleum.
37.06	Cinematograph film, exposed and developed, consisting only of sound track, negative or positive.
37.07	Other cinematograph film, exposed and developed, whether or not incorporating sound track, negative or positive.
40.01 101 to 40.01 199	Rubber imported for remilling or re-packing or re-grading or for processing in other ways and subsequently re-exported.
49.01 100	Printed books.
900	Publications whose purposes is to stimulate study outside the country of importation.
	Official government publications, that is, official, parliamentary and administrative documents, published in their country of origin.
49.02 000	Newspapers, journals and periodicals, whether or not illustrated.
49.04 000	Music, printed or in manuscript, whether or not bound or illustrated.
49.05 000	Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed; printed globes (terrestrial or celestial).
49.06 000	Plans and drawings, for industrial, architectural, engineering, commercial or similar purposes, whether original or reproductions on sensitized paper; manuscripts and typescripts.

(b) *The Customs Duties (Surtax) (Exemption) (No. 2) Order*, 1968. which applies only to Penang and which cancels the Customs Duties (Surtax) (Exemption) Order, 1968. Importers of the goods described in the Schedule below are exempted from the payment of surtax imposed under the Surtax (Imports) Order, 1968. The exemption is subject to the following conditions:

(a) such goods are imported only into Penang;
(b) such goods are re-exported within a period of one year;
(c) such goods are not consumed within Penang; and
(d) any other conditions that may be imposed by the Comptroller General of Customs.

Heading No.	Description
05.12 000	Coral and similar substances, unworked or simply prepared but not otherwise worked; shells, unworked or simply prepared but not cut to shape; powder and waste of shells.
08.05 100	Arecanuts, fresh or dried, shelled or not.
09.01 100	Coffee, unroasted.
09.02	Tea:
100	Black, leaf.
110	Black, dust.
200	Green, leaf.
210	Green, dust.
09.04 100	Pepper, black, unground.
09.04 110	Pepper, white, unground.
09.04 200	Chillies, dried.
09.06 000	Cinnamon and cinnamon-tree flowers.
09.07 000	Cloves (whole fruit, cloves and stems).
09.08 000	Nutmeg, mace and cardamons.
12.01	Oil seeds and oleaginous fruit, whole or broken:
150	Copra.
	Palm nuts and kernels:
201	Not for planting.
12.07 100	Patchouli leaves and other parts of the plant used for distillation.
12.07 300	Sandalwood chips.
12.07 400	Tuba (derris) roots.
12.07 600	Arecanuts, not falling within heading No. 08.05 100.
13.01 200	Gambier.
13.02	Shellac, seed lac, stick lac and other lacs; natural gums, resins, gum-resins and balsams:
220	Gum damar.
230	Dragon's blood.
240	Cum benjamin.
14.01 700	Rattans and canes, whole.
14.01 300	Rattans, split.
15.07 180	Palm oil.
15.07 193	Coconut oil, crude.

(*Continued on next page*)

MALAYSIA, *continued*

Heading No.		Description
23.04		Oil cake and other residues (except dregs) resulting from the extraction of vegetable oils:
	100	Of coconuts.
27.13	000	Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral waxes, whether or not coloured.
33.01		Essential oils (terpeneless or not); concretes or absolutes; resinoids:
	100	Citronella oil.
	120	Patchouli oil.
	900	Other.
41.01		Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheep-skins in the wool:
		Of:
	120	Buffaloes.
	300	Goats and kids.
	720	Lizards.

Inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

AUSTRALIA

Tariff Board inquiry on choline chloride

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether choline chloride (tariff item 29.24.1) has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

Interim dumping duties ('cash securities') are to be imposed on imports of choline chloride on and after March 10, 1969.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than March 24.**

Whilst it is understood that the United Kingdom is unlikely to be involved in this inquiry, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, before the above date, quoting reference No. CRE 493/69.

Prohibited imports: wine containers from Italy

WITH REFERENCE to the notice published in the *Board of Trade Journal* of February 28, 1969 (page 650), regarding the prohibition of imports into Australia of hay, chaff and straw, the Board of Trade has now been informed by the Australian Customs and Excise Authorities that as from June 1, 1969 straw wrappings or pads should not be on Chianti wine bottles imported into Australia. Plastic covers or wrappings as well as genuine raffia would be acceptable.

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the above Jamaican law:

'Plain and decorative mirrors (exceeding 1/16th of an inch in thickness) mechanically produced'.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of December 13, 1968, page 1666.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following new item:

'167. Loose leaf binders; refills for loose leaf binders'.

Inquiries about the above notice hould be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

TRINIDAD AND TOBAGO

Aid to pioneer Industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

cutlery

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

MEXICO

Taxation

HM EMBASSY, Mexico City, report that from January 1, 1969, the Mexican rate of tax levied on the corporate income of companies which have a taxable income in excess of $500,000 will be increased as follows:

(1) Companies with an annual taxable income in excess of $1,500,000 will pay tax at a flat rate of 42 per cent, and not as previously, on profits in excess of a certain sum.
(2) Companies with an annual taxable income above $500,000 but not more than $1,500,000, will pay $143,500 on the first $500,000 of income, plus 48.65 per cent on the excess over $500,000, up to a total taxable income of $1,500,000.

Added value tax

IT IS UNDERSTOOD that consideration is being given by the Mexican authorities to the introduction of an added value tax to replace the Federal portion of the present commercial revenue tax.

Mexican tax on technical service fees—relief in the United Kingdom

THE Board of Inland Revenue has decided that the 20 per cent tax charged in Mexico on technical service fees paid to a non-resident may be admitted for the purpose of unilateral credit in the United Kingdom as a tax corresponding to United Kingdom taxes within the terms of Section 348(4) Income Tax Act, 1952, and Section 64(1) Finance Act, 1965. This decision in no way alters the view of the Board of Inland Revenue that taxes levied on a gross receipts basis are not in general admissible for unilateral credit.

WE CARE
FOR YOUR CARGO

We have been shipowners for more than a century: we have a fast modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

Harrison Line

THOS. & JAS. HARRISON LTD., MERSEY CHAMBERS, LIVERPOOL, 2, AND FOUNTAIN HOUSE, FENCHURCH STREET, LONDON, E.C.3.

Want to make a hit in Australia? We'll show you

the right spot

Everyone's talking about export business, but there are problems for the unwary, and Australia is no exception. It has almost 12,000,000 people – plus a high standard of living. It's prosperous – it's expanding. But you need to know more than that! On the spot market intelligence, for instance. We have it! We can supply you with trade figures, market trends, facts about territories, advise you about the areas where your product or service will sell best. We can also assist you in finding agents, give you detailed itineraries of any projected business trip 'down under'. Our London Offices (we have three) – backed by nearly 1,000 offices around Australia – are at your service. You'll find the free booklets mentioned below helpful, too.

THE NATIONAL BANK OF AUSTRALASIA LTD.
Incorporated in the Commonwealth of Australia
Chief London Office: 6-8 Tokenhouse Yard, London, E.C.2.
Tel: 01-606 8070
Strand Branch: Australia House, London, W.C.2.
West End Branch: 11a Albemarle St., London, W.1.

I would like free booklets about: Business development in Australia. Investment. Emigration.
Enter requirement(s) here
Name .....
Address .....
.....
Post coupon to: **The National Bank of Australasia Ltd., 6-8 Tokenhouse Yard, London, E.C.2.** BOTJ 3/69

PARAGUAY

Temporary prohibition on imports of wire and wire products

BY DECREE No. 2203 which came into force on January 1, 1969, the Paraguayan Ministry of Industry and Commerce prohibited imports of the following until further notice:

Wire of ordinary and high carbon steel.
Wire for the manufacture of upholstery springs, mattress springs, special springs, wire cables for cranes, lifts and prestressed concrete.
Galvanized smooth carbon steel wire for fencing, steel cables, or galvanized for marine use and cable cores.
Galvanized barbed wire of the Iowa, Gliden, Domingo, etc. types with spacing between the 3rd, 4th and 5th barbs.
Galvanized oval high and medium tension wire for fencing.
Soft wires (heat treated).
Roofing, nails, paris point, box point and fine point nails with any type of head and stem, polished, galvanized, metallized or varnished.
Tacks and sprigs.
Galvanized staples for fencing and upholstery.
Rhomboidal mesh wire netting.
Wire for pneumatic tyre heels, plated with copper or brass.
Wire containing copper for submerged arc welding.

If the Ministry of Industry and Commerce are satisfied that any of the items in the above list were in transit on January 1, 1969 the items may be cleared through Customs in the normal way.

GRENADA

Consumption duties

THE LIST of Goods subject to consumption duties under the Grenada Consumption Duties Act, 1968 (see *Board of Trade Journal* of December 6, 1968, page 1604) has been repealed and replaced.

Details of the new Schedule, which contains certain additional items (including foodstuffs, petroleum products, tyres and inner tubes, floor coverings, electric and non-electric appliances and travel goods, etc.) as well as duty changes, may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472) to whom all inquiries about the above notice should be addressed.

Package tax

THE BOARD OF TRADE have received a copy of the Package Tax Act, 1968 (No. 50 of 1968), which provides for the imposition of a tax of EC$0.25 on various packages imported into Grenada.

Details of the items involved and information on the definition of the expression 'package' in relation to the quantity of certain commodities may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472), to whom all inquiries about the above notice should be addressed.

UNITED STATES

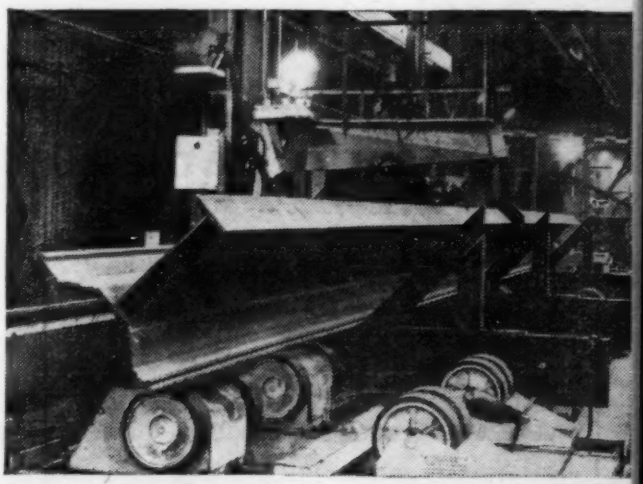
Los Angeles World Trade Week

THE LOS ANGELES Chamber of Commerce, which, with 14,000 members is the second largest Chamber in the United States, has designated the period May 24 as 'World Trade Week'. During this period special facilities will be available to all business visitors provided that the Chamber has notice of their impending arrival. Facilities will include contact bureaux at which visitors can be put into touch with appropriate local businessmen interested in their products or services, and a free car service to take visitors to their appointments and bring them back. Offices for these activities will be situated in a downtown Los Angeles hotel.

British visitors who wish to take advantage of these arrangements should write to: HM Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California, 90005.

The Commercial Department of the British Consulate-General will be co-operating with the LAACC to take advantage of the facilities available for British business visitors during this period.

Mr. David Osterman (centre), merchandise manager of Sibley, Lindsay and Curr, Rochester, New York, and Mr. Douglas Crispin (right) of Associated Dry Goods, London, pictured in the showroom at the Barlaston factory of Josiah Wedgwood & Sons Limited. They are pictured with Mr. David Marten, deputy sales manager.



A double pile of Frodingham 1BXN being welded to a Universal beam for the extension of Alcan's Port Esquivel in Jamaica. The piling is supplied by The British Steel Piling Co. Ltd., and the main contractors are Alcan Jamaica Ltd.

Trade regulation rule: quick-freeze aerosol spray products

THE *Board of Trade Journal* of June 21, 1968, gave notice of a proposal of the United States Federal Trade Commission to promulgate a trade regulation rule for quick-freeze aerosol spray products containing fluorocarbon 12 (Dichlorodifluoromethane) designed for the frosting of beverage glasses.

After consideration of all comments received on this proposal the Federal Trade Commission has issued a trade regulation rule which becomes effective on May 21, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section) Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397),

Motor vehicle safety standards

THE *Board of Trade Journal* of February 2, 1969, gave notice of a proposal of the United States Federal Highway Administration for a new motor vehicle safety standard which would impose minimum requirements for child seating systems for use in passenger cars.

The Federal Highway Administration is now considering extending the application of the proposed standard to child seating systems for use in any type of motor vehicle.

The closing date for filing comments on this proposal has been extended to April 25, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards: standard 109

THE UNITED STATES Federal Highway Administration has announced various amendments to the tyre designations listed in Tables 1a and 1B of Appendix A of motor vehicle safety standard number 109 relating to new pneumatic tyres for passenger cars which become effective on March 15, 1969.

Interested persons objecting to the amendments may file written comments with the National Highway Safety Bureau, Rules Docket, Room 512, Federal Highway Administration, Washington DC 20591. Comments should identify the Docket number 69-3 and should be submitted in an original and three copies.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Imports of miniature and instrument precision ball bearings

THE *Board of Trade Journal* of February 21 announced the United States Government's proposal to investigate imports into the United States of miniature and instrument precision ball bearings. The Board have now had confirmation that 'miniature' bearings will be regarded as those whose outer diameters are less than 9 mm. and whose quality is ABEC (Annular Bearings Engineers' Committee) 1 and over. 'Instrument' bearings are those whose diameters are between 9 and 30 mm. and whose quality is ABEC 5 and over.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference CRE/26051/G.

CANADA

Changes in customs tariff

THE CANADIAN GOVERNMENT have issued an Order in Council, PC 1969-301 dated February 18, 1969, making certain changes and extensions in the Canadian Customs Tariff. Additions to the tariff are shown in italics:

Tariff item		British Preferential Tariff	Most-Favoured Nation	General Tariff
32669-1	*Reflectors and refractors of glass designed for use with lighting fixtures, not further manufactured than moulded, when of a class or kind not made in Canada and imported to be silvered, aluminized or acid-etched in Canada* (Expires January 31, 1970)	Free	Free	10%
34903-1	*Copper chromium alloy billets, containing 95% or more by weight of copper, for use in Canadian manufactures* (Expires January 31, 1970)	Free	Free	25%
35250-1	*Brass couplings with rolled thread, brass ferrules and eyelets therefor, for use in the manufacture of garden or lawn hose* (Expires January 31, 1970)	10%	10%	30%
43853-1	Waterproof semi-rigid fibreboard, laminated on both sides with polyethylene film and kraft liner, treated on one, *or both sides*, not more than 0·090 inch in thickness, for use in the manufacture of rear compartment tops or rear quarter panels used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
55215-1	*Woven fabrics, wholly or in part of silk, imported in lengths of not less than five yards, by manufacturers of neckties, scarves or mufflers, for use in the manufacture of neckties, or matching necktie and pocket puff sets, scarves or mufflers, but not including such fabrics for use as interlinings*	12½%	13%	45%
	On and after January 1, 1970 (Expires January 31, 1970)	12%	12½	45%

A Saskatchewan Girl – photo by the National Film Board of Canada

She's a likely Canadian customer - let us tell you what she likes!

Understand Canadian buying habits and a profitable share of this growing market can be yours. Here in London, the Bank of Montreal can help you. Our experts can give you the up-to-date information you require on conditions and prospects anywhere in Canada. Your enquiries are warmly welcomed. Please quote key number **BTJ3/69**

Bank of Montreal

Canada's First Bank

Main London Office: 47 Threadneedle St. EC2, 01-588 1561
West End Office: 9 Waterloo Place, SW1, 01-930 3081

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester, 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1969

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales enquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s.0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 10' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division, turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E.14
Telephone: East 5911 (5 lines)

A must for all British exporters
Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Export Services Branch
Board of Trade
Hillgate House, 35 Old Bailey, E.C.4
Telephone: 01-248 5757, Ext. 7058

Springs one off or long runs, for every requirement
Tension; Compression; Square Section; Round Section;
Specials to meet individual needs;
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings; toolmaking, DGI & MOA approved.

Rickton Springs Ltd.
Onslow Mills, Trout Road, Yiewsley, West Drayton, Middlesex.
Phone: West Drayton 2332-2352

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines)

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry - J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

(ABMEX) THE ASSOCIATION OF BRITISH MINING EQUIPMENT EXPORTERS, 301 Glosop Road, Sheffield 10, are planning to mount a selling mission to visit the USSR during September/October, 1969 and are applying to the British National Export Council for a financial contribution under the Council's Trade Missions Scheme.

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow airport (Q)	31 Jan. 1969
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	This week
Electronic capital equipment deliveries, reaserch and development	22 Nov. 1968
Industry's investment intentions (3 times a year)	24 Jan. 1969
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	14 Feb. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	24 Jan. 1969
Income and finance (Q)	28 Feb. 1969
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	28 Feb. 1969
Computers:	
UK computer market (Q)	7 Feb. 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment and credit business (M)	7 Feb. 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	7 Feb. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	3 Jan. 1969
Production, exports and orders (M)	28 Feb. 1969
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	14 Feb. 1969
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	14 Feb. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufacturers (A)	6 Sept. 1968
World trade and production (Q)	14 Feb. 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	21 Feb. 1969
Values of overseas trade (M)	21 Feb. 1969
Value of overseas trade: analysis of trends (Q)	21 Feb. 1969
Gold and convertible currency reserves (M)	14 Feb. 1969
Hairdressing trades turnover (M)	14 Feb. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	14 Feb. 1969
Business (M)	This week
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development certificates refused (A)	23 Aug. 1968
Industrial production:	
Index nos. (M)	28 Feb. 1969
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	10 Jan. 1969
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnover (M)	14 Feb. 1969
Machine tools, deliveries and orders (M)	28 Feb. 1969
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	3 Jan. 1969
Deliveries (Q)	8 Nov. 1968
Production (M)	7 Feb. 1969
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	21 Feb. 1969
Office development permits (Q)	14 Feb. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	6 Dec. 1968
Retail prices index (M)	28 Feb. 1969
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	28 Feb. 1969
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	31 Jan. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	This week
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	This week
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	21 Feb. 1969
Cotton production (M)	21 Feb. 1969
Wholesale houses sales (M)	14 Feb. 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	21 Feb. 1969
Tourism:	
International tourism (A)	3 Jan. 1969
UK tourist traffic (A)	7 Feb. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	14 Feb. 1969

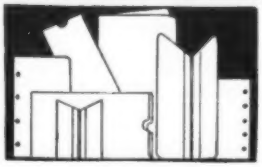
Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	28 Feb. 1969
Board of Trade regional organization	21 Feb. 1969
British, and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	21 Feb. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	10 Jan. 1969
Half-yearly index - July-Dec.	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotions	This week

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720361 0

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

---

ring Bells

for

machine tools and sheet metalworking machinery

Price List sent on request

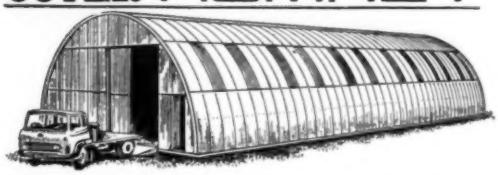
Tel: 637398
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

DAVIES BROTHERS
& Co., Ltd. **Est. 1838**

Galvanized Refuse Containers, Cisterns, Cylinders, Swing Waterbarrows—Agricultural Goods—Storage Tanks for Petrol, Oil, etc.—Steel Platework. —Galvanizing—

CROWN WORKS, P.O. Box 11,
WOLVERHAMPTON
Tel: 20252

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS

35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.

Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD.
204 Wolverhampton Street
Bilston Staffs
Phone Bilston 41689 42448

Circular saw blades

Circular saw blades for wood cutting and plastics.

E. W. Kendall & Co. Ltd.
212-214 Ravenscroft Road,
Beckenham, Kent.
Telephone. 01-778 3957/4353

N MEMBER CC

A.B.SAMPSON LTD

PEMBROKE ROAD, NEWBURY, BERKS. TEL: 3719

SHEET METALWORKERS and WELDING ENGINEERS

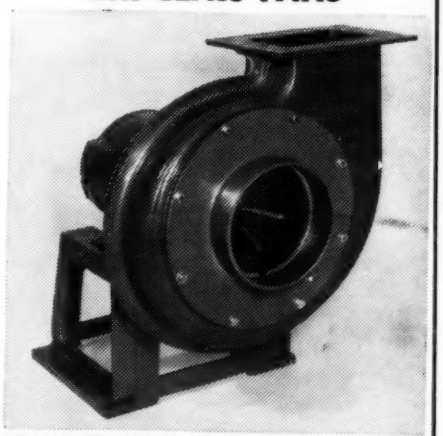
Enquiries welcomed on all types of cabinets, fuse boxes, vitreous flue pipes and bends, electronic metalwork etc.

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' × ¼"
Brake Press 10' × ⅛"

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road,
Barking, Essex
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association.

BRI-GLASS FANS

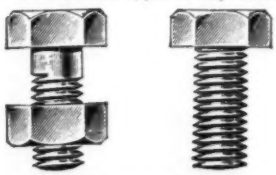


LOW AND MEDIUM PRESSURE CENTRIFUGAL FANS ESPECIALLY DESIGNED FOR THE EXTRACTION OF CORROSIVE FUMES WHICH HAVE NO CONTACT WITH FERROUS OR NON-FERROUS METALS.

A Moulded Construction throughout from Resin Bonded Glass Fibres with Solid Cast Epoxy Resin Impellers.

The British Fan & Electric Co. Ltd., 728 London Road, High Wycombe, Bucks, Great Britain.
Tel. High Wycombe 22061. **Grams British Fan, Wycombe**

Bolts and nuts, screws, rivets, studs, studding, washers
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 1781 (6 lines)
Trunk Dial 021-449 3781

YOUR NEED TO-DAY, I SAY, NOT LATER IS MARKWELL'S SUPER STENCILLATOR!

This Packer's Patent Brush gives clear, clean, speedy effective markings on bales, crates, cases. Complete kit comprises 1 Self-Feeding Patent Brush with 1½" dia. Replaceable Brush Head and 1 Gallon Can of MARKWELL WATERPROOF STANDARD BLACK MARKING INK. The lot for only 195/- C.W.O. Used by Firms who use ALWAYS THE BEST.—*Your satisfaction Assured. Order direct from:—*

MARKWELL PRODUCTS LIMITED
137, JUNCTION RD., LONDON, N.19. 01-272 4338

Waltz to Matilda in 2 easy steps:

It's a great way to get your goods from London to Australia.

First to Los Angeles, via our fast polar route. A quick change and on to Sydney. Fast and easy.

With service and speed like this, maybe Down Under might move up a notch in your marketing plans. (And don't forget, it works both ways, so it's a boon for importers as well.)

Talk to your Pan Am Cargo Agent. Or call us. We'll make sure you stay in step with opportunities everywhere.

Pan Am Clipper Cargo, Pan American Cargo Terminal, Southern Perimeter Road, London Heathrow Airport, Hounslow, Middlesex. Tel: 01-759 0094.

Birmingham: 021-236 8731
Manchester: 061-832 3981
Glasgow: 041-221 6060
Prestwick: 79822 (Extn. 3063)

Pan Am is a good idea.

PAN AM

World's largest air cargo carrier.